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The



# CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2821.  
VOL. CXX.

MARCH 3, 1934

Annual Subscription (with  
Diary) 20/-, Single Copies 9d.

## "Haliborange"

**A delicious combination  
of Halibut-Liver Oil with  
Viosterol and concentrated  
Orange Juice.**

One teaspoonful of "Haliborange" is equivalent to one teaspoonful of cod-liver oil in vitamins A and D, and to two teaspoonfuls of fresh orange juice in vitamin C.

"Haliborange" has been prepared to meet the needs of patients who cannot tolerate the usual doses of cod-liver oil, as well as for those suffering from scurvy, scurvy rickets, or any deficiency of vitamins A, C, and D, in the diet.



**For Better Health**

Take **'Haliborange'** daily

**A delicious vitamin fruit juice for Children and Adults**

**Rich in vitamins A, C and D**

**One teaspoonful is equivalent to one teaspoonful of Cod-Liver Oil in vitamins A and D, and to two teaspoonfuls of fresh orange juice in vitamin C.**

**per 2/6 bottle**

In bottles

5 oz.	·	2/6
10 oz.	·	4/6
40 oz.	·	15/6

**An attractive Showcard as illustrated will be sent post free on application.**

**Allen & Hanburys Ltd.**  
London, E.2

Telephone: 3201 Bishopsgate (12 lines).

Telegrams: "Greenburys Beth London."



## Help to Maintain Price & Profit Stability

With  
**PARKE-DAVIS  
SHAVING CREAM**

**S**UPPORT the "chemist's shaving cream." None but a pharmacist may sell this high-class product. Moreover, it has a fixed protected price (1s. 6d.) and it allows a profit that does far more than merely cover pharmacy overhead expenses.

Pharmacists all over the country are buying Parke-Davis Shaving Cream on the special terms available and selling it easily and quickly.

It is a typical Parke-Davis product — of supreme quality, truly profitable, effective and designed to give perfect satisfaction both to the pharmacist and to his customer.

SEND FOR  
TERMS

★ ★

**PARKE, DAVIS & CO.,**  
50 Beak St., London, W.1

Laboratories: Hounslow, Middx.  
Inc. U.S.A.: Liability Ltd.

The Shaving  
Cream that  
only a Chemist  
may sell.





# HERBS

## CURATIVE CULINARY COSMETIC

---

### An Open Letter to Chemists

---

- THE SOCIETY OF HERBALISTS was formed about seven years ago with the object of bringing to the notice of the public the remarkable healing properties of herbal preparations.
- During this period the activities of the Society have been confined to its own retail establishments, of which there are now four in London.
- Owing to the wide success which has followed the opening of these centres, a demand has now been created throughout the country which can no longer be met through the established channels, and the Society has therefore decided to extend its activities by appointing sole agents through whom its well-known preparations may be obtained.
- Agents have already been appointed in 50 towns and suburbs, and it is because of the immediate success which has followed these appointments that the Society has now full confidence in extending its work. General trade depression has, in the case of the chemist, been accentuated by the fact that so many of his goods are now, in ever-increasing quantities, being sold by other traders. It is surely, therefore, in his interest to extend that branch of his business which has to do with the art of healing and it is this point which the Society wishes to stress.
- The Society will welcome applications from Chemists to represent it in their particular towns and will give them very generous and practical help. Full particulars will be sent to applicants, together with explanatory literature. The size of the opening order will be left entirely to the agent; ample show materials and leaflets being sent.
- The average discount is  $33\frac{1}{3}\%$  and the agent is protected in his right, owing to the fact that the wholesale houses are not supplied.
- It is the intention of the Society to appoint only qualified chemists as agents and it hopes that this will be an additional inducement to their giving the proposal their careful consideration.

CULPEPER HOUSE,  
21 BRUTON STREET,  
BERKELEY SQUARE, W.1

Phone, Mayfair 4559



# The Success of the Year

Order now for Easter &  
the Tennis Season

9<sup>D.</sup>  
EACH



## VIC<sup>Reg'd</sup> WRIST SUPPORT

Will fit any size wrist

Inexpensive and  
most efficient

Non-slipping & cannot chafe

Exceptionally elastic ensuring firm, flexible support which does not interfere with play. In sealed transparent envelopes, supplied in half-dozens, assorted colours (Brown, Flesh and White) neatly carded as illustrated.

Cost 6/- doz.  
Sell 9d. each

Order from your usual  
Wholesaler.

Sole Manufacturers:  
Grout & Co., Ltd., 35 Wood St., London, E.C.2

**"VIC"**  
*Wrist Support*  
STAYS PUT

EASILY APPLIED  
*Gives Firm yet Flexible Support*

SIMPLE FASTENING  
*Elastic, Porous, Comfortable, Washable*

OBTAINABLE IN  
NUY BROWN  
FLESH PINK  
OR  
WHITE

PRICE  
**9<sup>D.</sup>**  
EACH

BRITISH MADE

For GOLF, BADMINTON, SQUASH RACKETS, TENNIS, CRICKET, HOCKEY ETC.



Now that the new Package  
of

## WRIGHT'S COAL TAR SOAP

REGD. MARK

498662

is being advertised to the public, we shall be obliged if our customers will kindly return to us, as soon as possible, their stocks of the old package for replacement.

(IRISH FREE STATE EXCEPTED)

On receipt of a request, our carmen will collect any consignment on the next journey, in areas where our vans deliver.



### SHOW MATERIAL

This is now available and will be gladly forwarded on application.



# WRIGHT LAYMAN & UMNEY

(1932) LIMITED

SOUTHWARK

LONDON





# As smooth running as a Ball

Butler & Crispe offer Chemists a service of unequalled value for Prompt Delivery of all orders to any distance by the quickest route.



**BUTLER & CRISPE**

J. H. CRISPE J. H. CRISPE R. P. GOWER

**80-84 CLERKENWELL ROAD,  
LONDON, E.C.1**

Phone : CLERKENWELL 2661 (P.B. Exchange).  
Grams : "ALLUWANT, SMITH, LONDON."

*English and Foreign Proprietary Medicines, Perfumery, Toilet Goods, Druggists' Sundries.*



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SALES INCREASING EVERY MONTH!

NALGO

## THE PAIN - KILLING ANTISEPTIC

*You will be asked for this unique Antiseptic because:—*

Dentists and Medical men throughout the country have acclaimed NALGO as the Antiseptic for which they have been waiting.

**NALGO** the efficient and pleasant gargle.**NALGO** is the ideal Mouth Wash after Dental extraction.**NALGO** for Septic Sockets, Spongy Gums, Pyorrhoea, etc.**NALGO** for Cuts, Wounds, Abrasions, Scalds.

You will be doing your customers a good turn by recommending NALGO because NALGO definitely takes away pain, stops swelling and quickly subdues inflammation.

*Packed in two sizes—10d. and 1s. 6d.*

TRADE &amp; EXPORT ENQUIRIES INVITED.

**HOUGH, HOSEASON & Co., Ltd.**  
Manufacturing Chemists, **MANCHESTER**

N.A.I.

*Backed  
by merit &  
National  
advertising*

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# When you tender for *Disinfectants*

to Hospitals, Public Institutions, Local Councils, &c.  
REMEMBER that—

## *Burt, Boulton & Haywood*

give you special terms for contracts. **LTD.**

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water, Co-efficients 10/12, 18/20, 20/22, 24/26.

Lysol B.P. Quality. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.

Creosote Disinfecting Powders containing 5% to 20% Tar Acids.

Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

SAMPLES AND PRICES ON APPLICATION TO

**BURT, BOULTON & HAYWOOD, LTD.**  
BRETTENHAM HOUSE, WELLINGTON ST., STRAND, LONDON, W.C.2

Phone: Temple Bar 5801 (5 lines)

Telegrams: "Burboul, Rand, London."

Carbolic Disinfecting Fluids, Rideal Walker Co-efficients 2 to 20.  
Liquid Carbolic and Cresylic Acid, Dark 95/97% and Pale 97/99%.

Sulphur Candles. Formaldehyde (Formalin) 40% Solution.

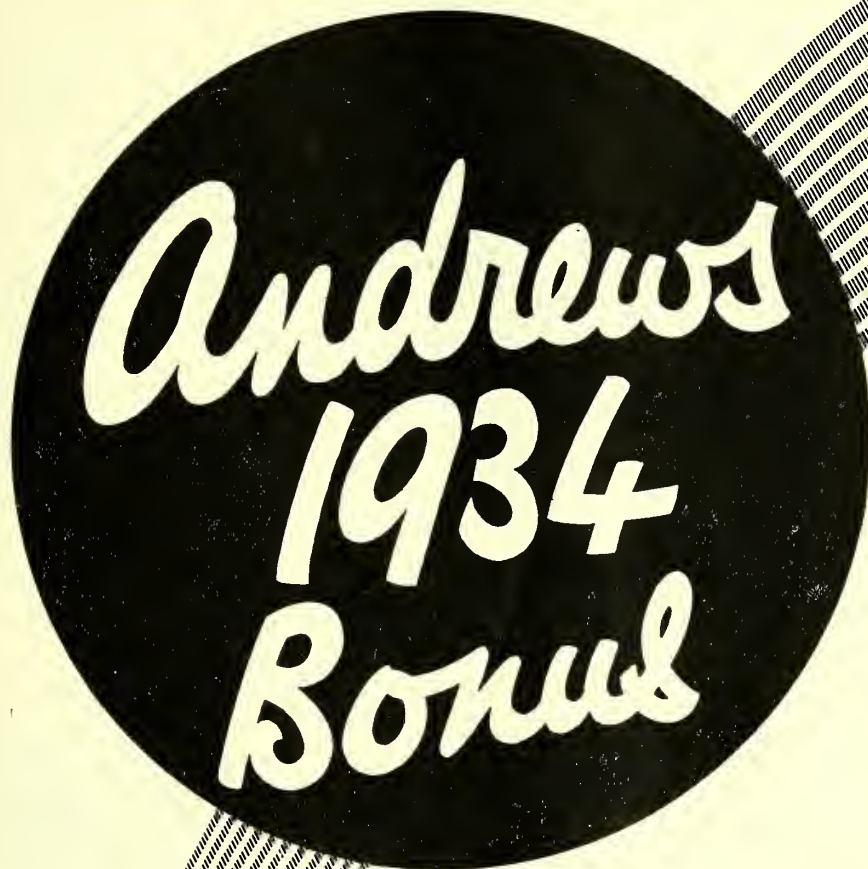
Formaldehyde (Formalin) Tablets. Liquid Soaps.

SOLUBLE Carbolic or Pine Blocks for road watering vans.

Carbolic Weed Killer, etc.



**ANDREWS LIVER SALT HAS NOW THE LARGEST SALE  
IN THE UNITED KINGDOM AND THE BRITISH EMPIRE**



**INCREASE** your turnover by taking full advantage of this Special Spring Offer:

*In return for exhibiting an ANDREWS 1934 Window Bill on your window for a period of 14 days during May, we will give you a bonus of ONE DOZEN TINS FREE TO THE GROSS.*

Our Poster, Van and Press Advertising Schemes are all being extended, and record Sales are confidently anticipated.

This bonus offer will remain open until April 21st, and as we want all our customers to get their full share of the increased trade, will those who have not yet received full particulars please apply to the address below, or to their Wholesaler?

**SCOTT & TURNER LTD**  
GALLOWGATE, NEWCASTLE-UPON-TYNE



## WHY NOT DO YOUR OWN SIMPLE REPAIRS?

Set of screws, as illustrated, for all classes of frames and mountings. Set complete with set of taps and tap holder, tweezers, etc., 21/- each.

All kinds of tools supplied. Pliers for all purposes. Screw Drivers, Optrex Face Measuring Rule with instructions, etc., etc.

### LISTS ON APPLICATION

All O.B.J.C. frames supplied.

**JOHN BAIRD & SONS,**  
*Wholesale and Manufacturing Opticians,*  
70 MITCHELL STREET,  
**GLASGOW, C.1**

Telephone & Extensions: CENTRAL 541

Telegrams & Cables:

SPECTACLES, GLASGOW (A.B.C. CODE)

ESTABLISHED 1889

## A SUCCESSFUL BRITISH CAMERA

There is no finer proposition for the 1934 season than the British made Soho Cadet.

This inexpensive and easily handled camera has rapidly made its way into public favour. It represents the utmost value it is possible to secure at the moderate price of 25/-, and should be given a prominent place in every camera display.

*Details of liberal trade terms on application.*

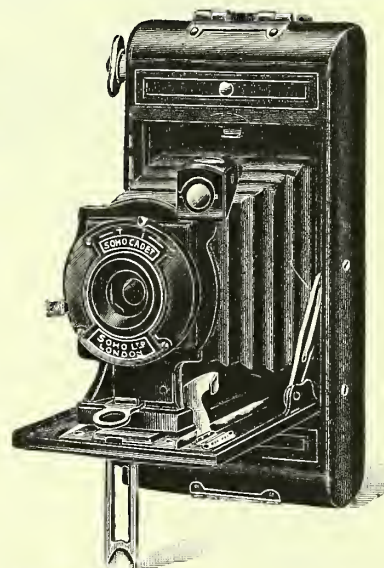
# SOHO CADET

FOLDING ROLL - FILM CAMERA

## 25/- Or the Soho Cadet Doublet Model with doublet lens and four diaphragms greatly enlarging its scope. 30/-

*Soho Cameras are world famous. There's a SOHO model British camera to suit every purpose and pocket. Write for list of full range.*

**SOHO LTD., Photographic Manufacturers, SOHO SQUARE, LONDON, W.C.1**



### Specification:

Two focal positions: 1—Landscapes, 2—Portrait and Groups. Brilliant and Adjustable View-finder. Bellows of new Rubber Composition, guaranteed 50,000 openings without sign of pinholes. Beautiful Rosewood Design Moulded Case. All metal parts Chromium Plated. Folding Baseboard. Tripod Brush. Takes pictures  $3\frac{1}{2} \times 2\frac{1}{4}$  or  $9 \times 6$  cm. any Standard Film. Canvas or Leather Cases for this Camera can be supplied.





## *"I did not know"*

In a pharmacy the other day a lady said "*I did not know you stocked Moorland's*", I have just bought some at so-and-so's." Naturally the manager was rather surprised and a little hurt for he regarded this lady as one of his exclusive regular customers.

But the fault was his—for

## **GOODS IN POPULAR DEMAND MUST BE SHOWN**

It is a mistake to think that because a line is well advertised you can tuck it under the counter and sell "something of your own." This policy only drives more and more of your customers to "so-and-so's."

## **DISPLAY REGULARLY**

**MOORLAND**  
BRAND  
**INDIGESTION TABLETS**  
**& INCREASE YOUR SALES**

W.B.CARTWRIGHT, LTD.



RAWDON. LEEDS.

*The Public will have Moorlands*



# One Hundred Million Times a Year!

In round figures this is the number of times Brylcreem advertisements are registered in the minds of individuals both at home and abroad.

New and bigger space advertising for Brylcreem will appear throughout the home press in 1934.

Brylcreem is the best seller with the biggest profit. New and novel advertising display material will also help to increase sales. The Brylcreem policy against price cutters will be strictly enforced and the trade may rely upon the fullest co-operation in 1934.

## BRYLCREEM

*The Perfect Hair Dressing*

Brylcreem has become known to the trade as 'the display line that brings other business.' A good press display and a good window display go together. Keep Brylcreem well on view and reap the benefit of increased sales.

**The County Perfumery Co., Bradford Street, Birmingham 5**

YOU GET BIGGER  
PROFITS  
FROM

## COUNTER DISPLAYS

CHEMISTS SHOULD  
WRITE FOR INTERESTING  
OFFERS AND BONUS  
SCHEMES

THE SHORT CUT TO  
BRIGHTER BUSINESS

**L. FRANKENBERG**  
125 HOUNDSDITCH, LONDON. E.C.3  
PHONE: AVE. 8846



**THE "STATIC"**  
Reg. No. 523,333  
**TOOTH BRUSH**  
BONEHANDLES  
WHITE,  
UNBLEACHED,  
OR BLACK  
BRISTLES  
Names free on  
6 doz. lots.  
**6/6 per doz.**  
*From all Wholesalers.*

**MANUFACTURERS:**  
**W. R. SPEER & SON, 215 Dalston Lane, E.8.**  
EST. 100 YEARS.

## HANG IT


# 1 D.

Each  
Retail

British Made

**UP AND LET  
IT SELL ITSELF**

Supplied on cards or  
boxed. Show cards  
with every order.



**TOM THUMB  
BLADE**

MADE BY  
**GEORGE IBBERTSON & CO.**  
Razor Works, 146 West St., Sheffield



# This Salesmaker really does sell Shaving Brushes

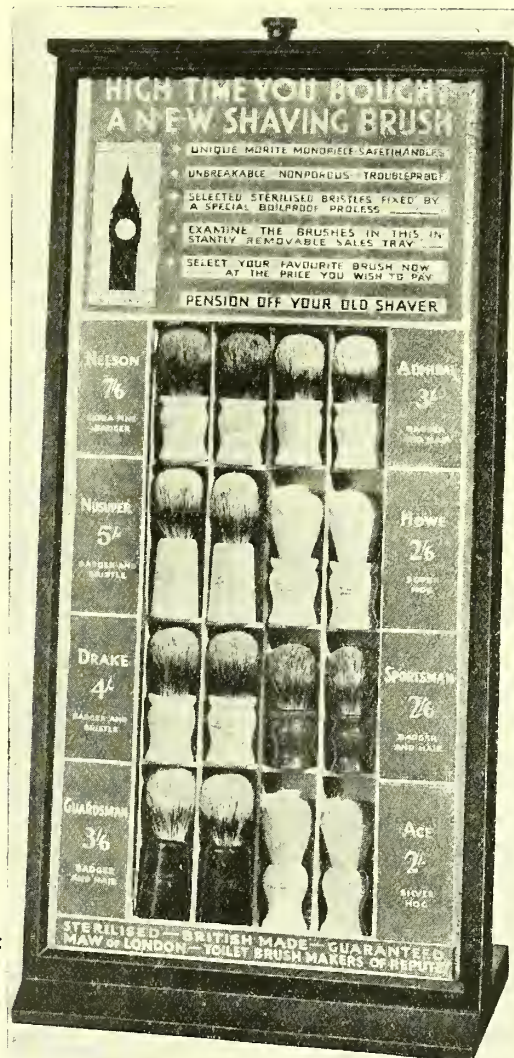
Maw's Hightime Shaver Salesmaker makes Shaving Brush business a highly profitable proposition.

- It increases your sales tremendously and solves your display and stock problems.
- It proclaims your pharmacy as the proper source of supply for popular shavers.
- It enables you to fight competition in a dignified manner and to secure a good profit of 50% on cost on an increased turnover.

This Hightime Salesmaker is supplied **FREE OF CHARGE** with an assortment of popular Shavers.

Lose no time in setting it to work for you. We are confident that the results will satisfy you in every way.

Discuss this proposition with the Maw representative. You will find it well worth while.



Telephone :  
NATIONAL  
2468  
PRIVATE  
EXCHANGE

## S. MAW, SON & SONS, LTD.

### 7/12 ALDERSGATE ST., LONDON, E.C.1

TOILET BRUSHWARE MAKERS OF REPUTE

Telegrams :  
ELEVEN,  
CENT,  
LONDON



# A SKIN TONIC By the makers of Velouty

*Order a small stock from your Wholesaler*

Iradium is now being advertised in the magazines, "Nash's," "Britannia and Eve," etc., and in Fashion journals. Samples are being offered in the Velouty advertisements appearing in the national dailies, The Daily Sketch, Daily Mirror, Daily Mail, Daily Herald, Daily Express, etc.

*Have it ready when it is asked for!*

## IRADIUM de DIXOR

A high-class skin tonic at a moderate price.

*Sell it with Velouty!*

Send for a supply of Iradium and Velouty show material and a copy of the Dixor Book of Beauty now being distributed.

P.A.T.A. Prices:

Retail 2/6 & 5/6 a bottle. Wholesale 18/- & 39/- a doz.



**DIXOR LTD., DANEMERE STREET, LONDON, S.W. 15.**



### The Brush with the IVORY GRAIN

- Knots guaranteed not to come out.
- Handles guaranteed not to split.
- Handles will not discolour in the shop window.

	Trade doz.	Sell each
No. 69 White Hog Hair -	20/-	2/6
No. 70 Badger Hair and Bristles	24/-	3/-
No. 71 Badger Hair and Bristles	28/-	3/6
No. 72 Badger Hair and Bristles	36/-	4/6
No. 73 Badger Hair and Bristles	40/-	5/-

All IVORY GRAINED HANDLES resplendent finish

This Mahogany Finished Display Stand given free for minimum order for one dozen brushes providing one set as shown above is included.

MADE  
BY

**R. A. ROONEY & SONS**

WALTHAMSTOW,  
LONDON, E.17

ESTABLISHED OVER A CENTURY



# EVANS

**FOR VARIETY OF PACK  
AND  
FOR QUALITY OF  
CONTENTS.**

The advertisement displays a variety of Evans' Compressed Tablets products. At the top left, an open box of Aspirin Tablets is shown, with the lid featuring the Evans' logo and text: "Evans' ASPIRIN TABLETS", "Compressed Pure Acetyl Salicylic Acid", "RELIEVES RHEUMATISM", "FOR ALL HEAD PAINS", "HEADACHE, NEURALGIA", "NEURITIS and LUMBAGO", and "They do not affect the heart". Below this, a box of Laxative Vegetable is shown, labeled "Evans' Compressed Tablets Laxative Vegetable". To the right, a box of Cascara Sagrada Tablets is shown, labeled "Evans' Compressed Tablets CASCARA SAGRADA TABLETS (Dry Extract) 2 Grams Sugar-Coated". In the center, a box of Phenacetin Compound is shown, labeled "Evans' Compressed Tablets Phenacetin Compound". Below this, a box of Ammoniated Tincture of Quinine Tablets is shown, labeled "Evans' Compressed Tablets AMMONIATED TINCTURE OF QUININE TABLETS". At the bottom, a box of Ammoniated Tincture of Quinine Tablets is shown, labeled "Evans' Compressed Tablets AMMONIATED TINCTURE OF QUININE TABLETS".

**EVANS' Compressed Tablets are guaranteed to be made from the highest quality ingredients by the most modern and scientific machinery, which is designed to ensure entire accuracy in dosage and perfection in finish.**

*A LARGE VARIETY OF OWN-NAME STYLES ARE AVAILABLE.*

**EVANS SONS LESCHER & WEBB LTD.**

We do  
Believe it  
Is our duty when an  
Order reaches our desk  
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 REF. NO. 873/A/4  
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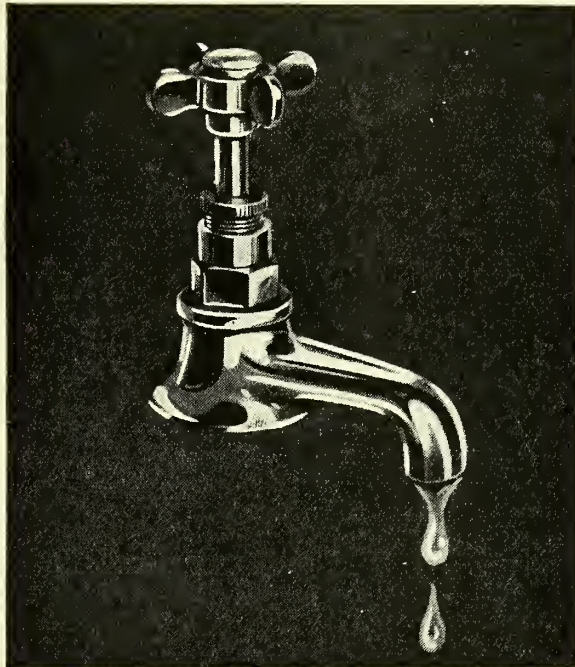
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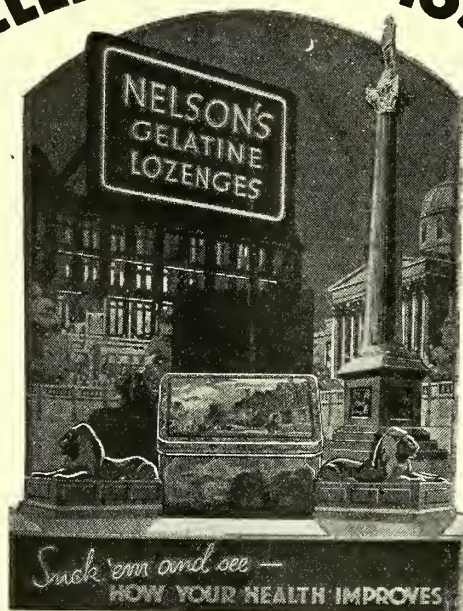
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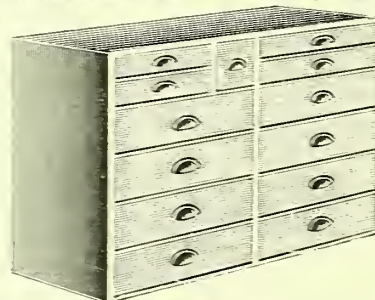
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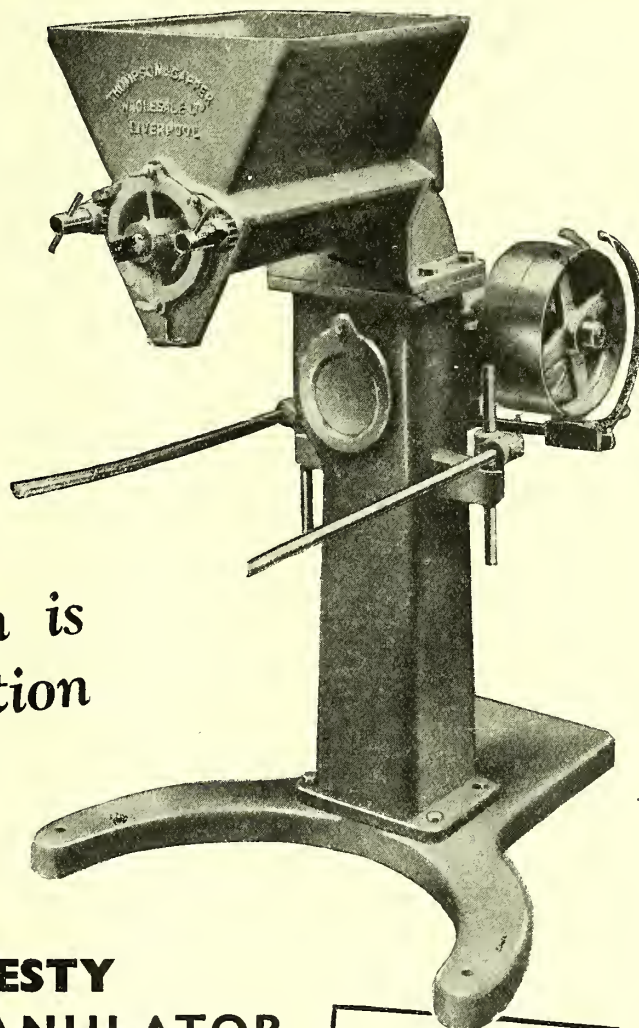
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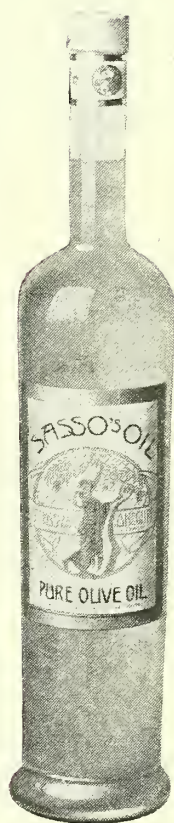
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## News of the Week

### Another Shops Bill

A Shops Bill introduced into the House of Lords by the Earl of Feversham on February 22 has been published (price 3d.) by the Stationery Office. It differs essentially from the Shops Bill, noticed in our issue of December 30 (p. 775) in that the forty-eight hours' week is to be the maximum working period for young persons (i.e., persons who have not attained the age of eighteen) in shops, not for all shop assistants. Clauses 1-9 of the present Bill deal with the employment of young persons, restriction on night employment, extension of the provisions of the Bill to places other than shops, special provisions for specified trades (not including pharmacy), half-holidays and intervals for meals. Clauses 10 and 11 are headed "Arrangements for Health and Comfort of Shop Workers." The remaining clauses (12-16) relate to enforcement, definition and scope. It is intended that the Bill shall apply to Scotland but not to Northern Ireland.

### Bill for Registration of Osteopaths

A Bill "to regulate the practice of osteopathy and to prescribe the qualifications of osteopathic practitioners" was introduced into the House of Commons on February 21 by ten members, and has been published (price 4d.) by the Stationery Office. The Bill consists of twenty-three clauses and two schedules, and the intention of the promoters is that it shall apply to Scotland. The schedules are of greater interest than the Bill itself. The Board which, it is proposed, shall control osteopaths is to consist (Schedule I) of eleven members. Its chairman is to be appointed by the Privy Council; eight members are to be, or to have been, engaged in the practice of osteopathy; and the remaining two members, appointed respectively by the Ministry of Health and

the Scottish Board of Health, are to be "representatives of Science and not being registered medical practitioners." After three years from the commencement of the Act the King in Council may direct that the membership of the Board be increased. Schedule II gives a list of the subjects in which osteopaths are to qualify, with the minimum number of hours of study (subject to adjustment) for each. The subjects number eighteen, including chemistry, physiology, bacteriology, hydrotherapy, dietetics, minor surgery, obstetrics, "professional ethics and efficiency," and jurisprudence. The hours prescribed for all the subjects amount to 4,422.

### British Industries House

The establishment of a permanent medical exhibition at British Industries House, to which we called attention in our issue of February 17 (p. 181), has met with considerable support from manufacturers throughout the kingdom. The whole of the third floor, comprising some 9,000 ft. of space, has been allocated to the section, and this space has been arranged for the accommodation of approximately 150 exhibitors. Up to the present eighty-four inquiries from British manufacturers regarding the allocation of space have been received. We are informed by the chairman (Dr. Alfred Cox) that the eighty-four inquiries referred to comprise:—

Manufacturing chemists ..	21	Surgical appliances ..	9
Dental supplies ..	5	Surgical dressings ..	3
Hospital equipment ..	7	Surgical instruments ..	6
Medico-electric ..	3	Toilet requisites ..	4
Medicinal foods ..	5	X-ray apparatus ..	2
Opticians ..	12	Printers and publishers ..	7

The club premises will be open very shortly and will be available for the use of visitors, though it will be



some little time before the whole undertaking at British Industries House is formally opened. The section will be fully representative of all branches of hospital equipment; it is not restricted to buying representatives of hospitals, but is open to every person who is a "potential buyer." Any medical man, on presentation of his card, will have free access both to the section and to the club; and the same facilities apply to authorised representatives of nursing homes and similar institutions in this country and overseas.

### Kent County Analyst's Report

The latest report of the Kent county analyst (Mr. F. W. F. Arnaud, F.I.C.) states, *inter alia*, that during the year ninety-three samples of drugs were examined, and in no case was one returned as adulterated. The ground cinnamons purchased were all of genuine quality, and in no case was there anything more than a slight excess of sand. Two specimens of spirit of nitrous ether were slightly below strength, and they were, therefore, returned of inferior quality. The cod-liver oil and malt extracts supplied to county institutions throughout the year have contained the requisite amount of oil, etc., but in one instance the extract had not the full diastatic activity.



AT A BLACKBURN N.H.I. DINNER

Front Row (left to right): Captain Elliston, M.C., M.P., Sir George Newinan, the Mayor of Blackburn (Alderman C. A. Critchley), Mr. E. Hindle (chairman of the Medical Benefit Subcommittee), Dr. J. T. T. Ramsay, Mrs. E. Cunliffe.

Back Row (left to right): Dr. R. Y. Aitken, O.B.E., Dr. J. M. Kirkness, Mr. Henry Whittaker (clerk to Blackburn Insurance Committee), Alderman H. Watson (chairman of the Committee), Mr. H. Hayhurst, Mr. W. H. Lightbown (chairman of the Pharmaceutical Committee), Mr. F. Morley, M.A., and Alderman W. H. Grimshaw.

### Manchester

Expenditure on drugs, medical and surgical appliances to the amount of £24,100 is budgeted for by the Manchester Corporation Public Health Committee for the year 1934-35. This sum represents a small increase on the expenditure for the municipal year now concluding.

An unusual cause of death was disclosed at a recent inquest held by the Manchester city coroner concerning the death of Elizabeth M. Heaton, Westwood Road, Stretford. It was stated that the girl, who was sixteen years of age, had been using a carbolic acid gargle and had died from swallowing some of it. A "Misadventure" verdict was given.

### Miscellaneous

POISON-LICENCE APPLICATION.—Mr. A. Burne, Knock, Appleby, has applied to Westmorland County Council for a licence to sell agricultural and horticultural poisons.

WINE LICENCE APPLICATIONS.—Mr. H. W. Dove, chemist and druggist, Knottingley, Yorks, has been granted a wine off-licence. Applications for similar licences by Mr. G. H. Thwaites, chemist and druggist, Slough, and Mr. J. H. Andrews, chemist and druggist, Bollington, Macclesfield, have been refused.

SUICIDE.—A verdict of "Suicide while temporarily of unsound mind" was returned at an inquest at Alford, Lincolnshire, on February 26, concerning the

death of Mr. Mark Crow, East Street, who for some years was a partner in the firm of Heely & Co., chemists, Market Place and West Street. Medical evidence showed that Mr. Crow had recently been attended for sleeplessness and nervous exhaustion and that a razor was the means of suicide.

A SUGGESTED DINNER.—A movement is on foot to hold during March a reunion of past-students of the Welsh College of Pharmacy, Cardiff, now resident in London. The event suggested is an impromptu dinner, in Central London. The organisers would like all those eligible or interested to communicate immediately with Mr. Wesley German, 9 Sydney Street, Chelsea, S.W.5, offering suggestions and forwarding names and addresses of any past-students with whom they may be acquainted in the London area.

IN THE COURTS.—At Shirebrook, on February 24, John Rose, miner, was fined £10, and debarred from keeping a dog, for injuring a greyhound with turpentine prior to entering it in a race. It was stated that so much turpentine was applied that the dog suffered acute agony and was unable to walk.—At Blackpool, recently, Mr. A. C. Pickering, Lytham Road, was fined 10s. for failing to exhibit a notice and 10s. for not closing his shop at 1 p.m. on the weekly half-holiday.—At Preston Sessions, recently, Edward Rawlinson (22) was sentenced to twelve months' imprisonment for breaking into the shop of Thornbers (Chemists), Ltd., Darwen. He desired seven other charges to be taken into consideration.—In Bow County Court, London, on February 28, the Abietan Manufacturing Co., Ltd., perfumery manufacturers, Managers Street, E., obtained judgment in the sum of £18 13s., with costs, against A.M.A. Portable & Permanent Building Works, Ltd., Laindon, Essex, in connection with perfumery supplied.

## Scottish Notes

### Brevities

At a recent meeting of the Gilbert and Sullivan Society of Edinburgh Dr. Thomas Stephenson, Ph.C., gave a lecture entitled "The Early Days of the Operas."

At a meeting of business men held in Aberdeen, recently, reference was made to the successful manner in which the drug trade had dealt with price cutting.

Wholesale drug houses and travellers are well pleased with the announcement that a new half-hourly ferry service is to be run across the Forth at North and South Queensferry.

The life of Charles MacIntosh, the Glasgow chemist who invented the process of waterproofing fabrics with rubber, was the subject of a recent address by Professor G. G. Henderson (Glasgow University) to the Royal Philosophical Society of Glasgow.

The qualities in a recent Glasgow newspaper competition as to the eight essentials necessary to make a successful business man were as follows:—Enterprise, courtesy, activity, forethought, personality, physical fitness, originality and salesmanship.

At Dundee Sheriff Court, on February 23, the manager of F. W. Woolworth & Co., Ltd., Murraygate, was charged with having employed two assistants in the shop on December 27, a day which had been fixed as one on which shop assistants were not to be employed after 1.30 p.m. Sheriff Malcolm said that Messrs. Woolworth elected to keep open all day on December 20, not giving the two assistants mentioned their half-day then. Mr. John Ross, for the defence, said that for many years shopkeepers in Dundee had kept open on both Wednesdays at this time of year and no objection had been taken. The offence had been committed in ignorance. The sheriff said there would be an admonition.

The Aberdeen and District Pharmacists' Golf Club held their annual meeting on February 26. Mr. C. A. Michie (captain) gave a *résumé* of the year's work and an outline of that for the coming season. A new trophy has been presented by two members who desire to remain anonymous. The competition for the trophy will be confined to members in the "veteran" stage, and judging by the



interest shown at the announcement, is likely to be keenly competed for. The treasurer's report showed a balance of £8. Office-bearers for 1934 were appointed as follows:—*Captain*, Mr. C. A. Michie; *Vice-Captain*, Mr. W. H. Craighead; *Secretary*, Mr. John McConnach, 23 King Street; *Assistant Secretary*, Mr. H. P. Forbes; *Treasurer*, Mr. P. Murray; *Committee*, Messrs. J. Farquhar, J. Forsyth, J. M. Forsyth, R. E. Hunter, W. G. Mitchell and M. C. Ross; *Auditors*, Messrs. W. F. Hay and D. Anderson. Votes of thanks were given to the officers for their work, and to William Paterson & Sons (Aberdeen), Ltd., for permission to hold meetings in their offices.

## Irish Notes

### British Pharmaceutical Conference

In view of the visit of the British Pharmaceutical Conference to Belfast in 1935, a junior pharmaceutical section has been formed with a view to co-operating with the Pharmaceutical Society of Northern Ireland in making the event a success. A committee consisting of Messrs. C. W. Young, W. J. W. Crawford, W. J. P. Linehan, W. H. Boyd, and the Misses R. J. W. Barry and E. A. Kirkpatrick has been appointed, and has arranged a number of social functions with a view to raising funds. The first of these took the form of a whist drive in the Society's headquarters, University Street, on February 22, and it was very successful. Mr. William Martin (vice-president of the Council) was present, and Mrs. Martin distributed the prizes, which were presented by Mr. D. L. Kirkpatrick (secretary of the Society). The prize-winners were:—*Ladies*, Miss Stevenson; *Gentlemen*, Mr. Arndell. Amusing booby prizes were presented by Mr. C. W. Young as follows:—*Ladies*, Miss P. Laverty; *Gentlemen*, Mr. A. K. Dobbin. A dance has been announced for March 1, and this will be followed

by a bridge drive on March 8. A ladies' committee is engaged in arrangements for a bridge drive on an extensive scale on March 14.

### Brevities

Mr. Michael Bree, Ph.C., has opened a medical hall at Abbeylax, Leix.

Mr. Thomas F. Cole, Ph.C., has been elected chairman of the Victoria Ward Unionist Association, Belfast.

Mr. Robert Hastings, Ph.C., chairman of Newcastle (co. Down) Urban Council, directed the operations of the local fire brigade at a fire which destroyed a dwelling-house on February 25.

At Holywood, co. Down, recently, the adjourned case against Mr. William Laird, dentist, Holywood, for obtaining payment for dental work under the National Health Insurance Act from the Presbyterian Health Insurance (Approved) Society again came before the Court. Captain R. W. Woods prosecuted on behalf of the Ministry of Labour, and Mr. Tughan defended. The Court found the case proved, but having regard to the defendant's previous good character he was discharged under the Probation of Offenders' Act on payment of 40s. costs.

On the occasion of the recent Rugby International match between England and Ireland, played at Dublin, the "Irish Independent" published a picture of the Irish Rugby Team which played England in 1895. Included in the group of Irish Internationals of thirty-nine years ago was Mr. A. A. Brunner, the present managing director of Boileau & Boyd, Ltd., Dublin, who is the only Irish chemist known to have reached International distinction in Rugby. Mr. Donal Boyd, a present director, and a member of the Council of the Pharmaceutical Society of Ireland, was an outstanding hockey player for Trinity during his undergraduate days at the University.

# Topical Reflections

By Xrayser

### Sales Promotion

in relation to "The Selection and Training of Sales Representatives" (*C. & D.*, February 24, p. 198) is a subject which is not often touched upon. It has, however, considerable interest for pharmacists for two important reasons. One is that a large proportion of representatives calling on pharmacists to-day are qualified men; the other is that the better a representative knows his job, the better is he able to represent his firm and give service to those on whom he calls. It is the rule to-day—certainly in all the most reputable firms in the wholesale drug trade—to replace the older representatives, as they drop out, with qualified men. In most cases the new man is not placed upon the road immediately, but spends some time, varying from three months to six months or even longer, in going through the different departments. He is thus well grounded, so that when he is outside he can put through orders for his customers in such a way as to facilitate their dispatch. A representative trained in this fashion faithfully reflects the policy of his firm, and at the same time has an intimate knowledge of its products. It is of course assumed that he has a pleasing personality, that he knows how to sell, and that above all things he has character.

### Immediate Action

is certainly needed by the Import Duties Advisory Committee on the protests made to its members by the trade generally (p. 215). Your editorial article on this subject is timely and, I hope, will be brought to the notice of the Committee. The situation is really serious because it is one of uncertainty; business gener-

ally is such that it is sensitive to any wind that blows, and the fact that quantities of drugs are in bond and their value is uncertain because of the unknown incidence of duty is quite sufficient to be used as an excuse for hand-to-mouth buying. The position is the more unfortunate because in the first three months of the year the county councils and other institutions, including hospitals, issue tenders for the supply of drugs and preparations; such tenders usually run from April 1. In the case of many preparations made from crude drugs there will be uncertainty about the markets in the first instance, and prices may be given for certain of the items which may have to be advanced if an adverse decision is given by the Committee. Such an advance could, presumably, be passed on, but in such a case proof of the price paid and of the stocks purchased has usually to be given—a tedious and vexatious task.

### Preparations

are being pushed forward by the group of retail distributors comprising the big London stores for making Easter a time when gifts should be given, as is the custom at Christmas. There is no reason why pharmacists should not follow suit, although the range of goods they can feature is more restricted than in the case of the stores. A class of goods that almost automatically suggests itself as most suitable is cameras and photographic requisites generally. Easter is certainly early this year; but there are always buyers to be found for new cameras, as there are at the same season for new motor cars. Perfumes and toilet goods are also suitable for displaying as gifts, and the appeal can be made to both sexes.



## Legal Reports

**Linseed Meal.**—At Glasgow Central Police Court, recently, Mr. F. B. Gray, chemist and druggist, Cathcart Road, Mount Florida, was charged with having sold linseed meal which was not genuine, in that it contained only 23.99 per cent "or thereby" of fixed oil, instead of not less than 30 per cent. In pleading "Guilty," Mr. Gray, in answer to the Bench, stated that he had been in business for fifteen years. The winter had been so mild, he said, that there was little demand for linseed meal and there must have been considerable evaporation. He had no warranty. Remarking that it was quite an innocent offence, the stipendiary magistrate imposed the modified penalty of £2, including costs.

**Theft Case.**—At London Sessions, on February 23, Henry Holmes, agent, pleaded "Guilty" to stealing 7 doz. packets of Sanatogen, the property of Genatosan, Ltd.; 3 doz. bottles of ginger wine, the property of Whiteway & Co., Ltd.; and 12 doz. bottles of Gripe Water, the property of W. Woodward, Ltd. (C. & D., February 24, p. 200). The accused wished several similar cases to be taken into consideration. Mr. St. John Hutchinson prosecuted on behalf of the Proprietary Articles Trade Association. The facts, he said, were similar in each case. The Association heard of this matter, and communicated with their members. On February 2 an order went to Messrs. Genatosan, in the name of Deane & Co., chemists, Clapham. Messrs. Genatosan were suspicious and communicated with the Association, who discovered that no such order had been given. They were told to carry out the order, and in fact they did, but there was a police officer there. There was a ready receiving market for goods of this kind. This man's last sentence was eighteen months' hard labour for a similar kind of fraud. A sentence of three years' penal servitude was passed.

**Medicine Stamp Acts.**—At Reading Petty Sessions, recently, Oswald Earp, Upper Basildon, was summoned for an offence under the Medicine Stamp Acts. He was represented by Mr. F. J. Ratcliffe, who pleaded "Not guilty." Mr. E. R. Laine, prosecuting, said that the defendant carried on business as a vendor of patent medicines, for which he held the necessary licence. The preparation in respect of which the summons arose was known as Medicinal Gas, and was liable to stamp duty. Mr. W. C. H. Bishop, of the Customs and Excise Office, received a circular from the defendant, which stated that he was selling M.G. at 10s. 6d. per bottle or 60s. per half-dozen, but that he could supply his own antiseptic solution, guaranteed to be the same article, not labelled and therefore unstamped, at 7s. 6d. per bottle or 42s. per half-dozen. Mr. Bishop applied to defendant for a bottle of antiseptic solution, sending a postal order for 7s. 6d. He received a package containing this bottle. There was an accompanying letter which said that the bottle simply contained M.G., but the label was defaced to save stamp duty. "Whether it is a fraud on the inventor of M.G. I cannot say," Mr. Laine went on, "but it is certainly a deliberate fraud on the revenue, and I ask the Court to regard it as more than a simple offence." Mr. Ratcliffe said the law in regard to this matter was very complicated. The case against his client had been taken in regard to that section of the Act which dealt with public notice, advertisement and so on. He submitted that there had been no notice or advertisement. So far as he could see, the defendant did not publish a notice or circular, neither did he advertise this particular gas. That was evident to Mr. Bishop. Mr. Earp had not circularised the public, but had only sent circulars to his customers, numbering about 200. He thought he was in order in doing that according to the rules of the Stock Exchange. The Bench found defendant guilty, and a previous conviction for a similar offence was proved. A fine of £5, with £2 2s. costs, was imposed.—At Blyth, recently, Mr. Harry Fordyce, Ph.C., Regent Street, was fined £2 2s., with £1 1s. costs, for having sold a dutiable medicine, described as a skin cream, unstamped. The defence was that the tin sold had gone out unstamped by an oversight.

## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office**

**SILTEN, LTD. (P.C.).**—Capital £2,800. Objects: To carry on the business of chemists, druggists, etc. R.O.: 74 Cheapside, E.C.2.

**MILTON & NICOL, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of chemists, druggists, etc. R.O.: 4 Broad Street Place, E.C.2.

**A. J. BARRETT, LTD. (P.C.).**—Capital £1,500. Objects: To acquire the business of a drug stores heretofore carried on by Arthur J. Barrett at 108 High Street, Portsmouth.

**BRUMMEL, LTD. (P.C.).**—Capital £400. Objects: To carry on the business of manufacturing, wholesale and retail chemists and druggists and druggists' sundriesmen, etc. R.O.: 183 Clyde Road, Tottenham, N.15.

**GROSVENOR SURGICAL SUPPLIES, LTD. (P.C.).**—Capital £1,000. Objects: To acquire the business of suppliers of surgical requisites carried on by T. E. Poulton and H. Hawkins at 4 Booth Street East, Manchester, 13.

**SUREKILL RODENTVERMIN COMPANY, LTD. (P.C.).**—Capital £300. Objects: To carry on the business of manufacturers and sellers of all kinds of specifics for destroying vermin, insects and pests, etc. R.O.: 2 Tustin Street, Old Kent Road, S.E.15.

**ATKEM, LTD. (P.C.).**—Capital £5,000. Objects: To carry on the business of chemists, druggists, opticians, etc., to acquire from Max Pemberton the benefit of his application, No. 544,224, for registration of the word "Atkem" as a trade mark. R.O.: 67 Church Street, Leigh, Lancs.

**E. B. STEPHENSON & COMPANY, LTD. (P.C.).**—Capital £200. Objects: To carry on the business of general agents, manufacturers, importers and exporters of and dealers in perfumes, oleaginous and saponaceous substances, powders, chemicals, drugs, toilette requisites, etc. R.O.: 2 Arthur Street, E.C.4.

**BRITISH SMOKELESS AND OIL FUELS, LIMITED (P.C.).**—Capital £55,000. Objects: To adopt an agreement with the Millwall Syndicate, Ltd., and to carry on the business of manufacturers and suppliers of all solid, liquid and gaseous substances, or matter in any form derived from coal, etc. R.O.: 8 Princes Street, E.C.2.

**LENNARD LABORATORIES, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of importers, exporters and manufacturers of and dealers in proprietary articles of all kinds, manufacturers of and dealers in medical, toilet preparations and requisites, etc. Chas. W. Baker, 93 Woodside Road, Wood Green, N.22, secretary.

**RESEARCH TRUST, LTD. (P.C.).**—Capital £15,750. Objects: To carry on the business of developers of chemical and chemical engineering processes of all kinds, mine owners, metallurgists, manufacturers, etc. R.O.: 4 Cleveland Square, St. James's, S.W.1.

**FRANK ROSS & Co., 9 Fenchurch Avenue, E.C.3,** inform us they have acquired the export department of Chalmers & Guthrie, 9 Idol Lane, E.C.3 (in voluntary liquidation). Mr. A. W. Harper will continue to manage this department.

**MILTON PROPRIETARY, LTD.**—Report for the fifteen months ended December 31, 1933, shows a net profit of £49,138, compared with £22,933 for the previous period, the latter including £6,214 profit on investment sales. Directors recommend a final ordinary dividend of 10 per cent., making a total of 15 per cent., and a bonus of 3½ per cent., payable March 5. The amount carried forward is £66,823, against £41,991 previously. It is stated that the gross profits on new products has been expended on advertising and that the net profit shown is almost wholly derived from "Milton." Meeting at 12 Brewery Road, N.7, on March 7, at 12 noon.



## Voluntary Liquidations

**Alluhr Beauty Products, Ltd.** The statutory meeting of the creditors of the above was held recently at the Holborn Restaurant, London, W.C. Messrs. Wood & Radermacher, C.A., Ling House, South Street, London, E.C., submitted a statement of affairs which showed ranking liabilities of £16,234 9s. 8d., all due to unsecured creditors. After allowing £109 16s. 9d. for preferential claims, the net assets were £4,958 10s. 8d., or a deficiency of £11,275 19s. The assets consisted of goodwill at cost, £3,194 10s.; plant, machinery and tools at cost, £158 5s. 9d.; furniture, fixtures and fittings at cost, £160 4s.; stock on hand, £874 3s. 1d.; sundry debtors, £643 10s. 4d.; cash in hand, £3 16s. 3d.; and patents expenditure to date, £23 18s. It was reported that the company was incorporated on May 18, 1933, with a capital of £4,000, divided into 3,000 preference shares of £1 each and 1,000 founders' shares of a similar face value. The object of the company was to acquire an existing business. Included in the assets taken over was a goodwill item amounting to £3,194 10s., which was included in the statement of affairs. A resolution was passed confirming the voluntary liquidation of the company, with Mr. Ceville as liquidator, with a committee.

**Charles Harrison & Sons, Ltd.,** Chapel Street, Salford, chemists and druggists. The statutory meeting of the creditors was held recently at the Chartered Accountants' Rooms, 60 Spring Gardens, Manchester, when the statement of affairs showed liabilities of £3,257 8s. 10d., of which £768 17s. 3d. was due to the trade, and £2,488 11s. 7d. to cash creditors. The assets consisted of cash in hand £20 15s. 1d.; cash at bank £6 8s. 9d.; stock £340 12s. 4d., estimated to produce £200; plant and machinery £13 9s. 3d., valued at £3; furniture and fixtures £42 17s., expected to realise £10; good book debts £581 2s. 3d., and doubtful debts £46 18s. 2d., valued at £10, making a total of £831 6s. 1d. After allowing £97 18s. 9d. for preferential claims, the net assets were £733 7s. 4d., or a deficiency as regarded the creditors of £2,524 1s. 6d. It was stated that the company was formed on May 22nd, 1922, with a nominal capital of £3,000, of which shares to the extent of £2,847 were issued to the widow of the late proprietor in consideration of the purchase price. Since the death of the widow in 1931 the business had been controlled by her two sons who were directors. The creditors decided that the appointment of Mr. Charles Jordan as liquidator should be confirmed, and a committee of inspection was also nominated.

## Bankruptcy Report

**Re Gilbert Errington Thornton,** 2 Franklin Road, Harrogate, chemist and druggist. The debtor attended at the Court House, Harrogate recently for his public examination. His statement of affairs showed liabilities amounting to £1,108 10s. 4d. and assets valued at £330 14s. 6d. Debtor said that when he commenced business on his own account he had capital of £500 and 100 £1 shares in the company by whom he was formerly employed. He realised that investment within a few months of commencing his own business. During the first twelve months a profit of £19 was made. The examination was closed.

## Business Changes

MR. H. D. MILLS, chemist and druggist, has acquired the business of Meacham & Son, 178 Chapel Street, Salford, 3.

MR. D. POMEROY, chemist and druggist, has taken over the business of Daniel Vahrman, Ltd., 76 Brick Lane, London, E.1.

MR. HAROLD ANNIS, chemist and druggist, for many years with Hough, Hoseason & Co., Ltd., manufacturing chemists, Manchester, has opened The Annis Medical Agency, Ltd., at 51 South King Street, Manchester, 2.

## Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 29, 1933	Jan. 31, 1934	Feb. 27, 1934
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord.	25 0	27 0	27 0
Amalg. Dental Co., 8% Prefd. Ord.	22 9	21 9	23 3
Deferred £1 ...	11 6	11 0	11 0
Ayrton, Saunders & Co., 7½% Pref.	11 3	15 0	15 0
Beechams Pills, Deferred 1s. shares	3 3	3 6	3 4½
Benger's Food, Ord. ...	42 0	43 6	44 6
Benzol & By Products cum. part. Pref.	2 6	2 6	3 0
Berger (Lewis) & Sons, Ord. ...	35 6	38 3	39 3
Blundell Spence & Co. ...	14 3	15 0	15 7½
Boake (A.), Roberts & Co., 5% Pref.	16 9	17 6	18 0
Boots Pure Drug, Ord. 5s. shares ...	39 6	39 9	42 6
Boots Pure Drug, 7% "A" Prefd. Ord.	29 9	29 9	30 0
Boots Cash Chemists(S.), 6% "A" Pref.	27 3	27 9	27 9
Borax Consol., Dfd. Ord. ...	12 3	13 0	14 6
Bovril, 6% Pref. ...	27 3	27 0	24 9
" Ord. ...	26 3	27 3	27 0
" Dfd. ...	27 6	25 6	21 6
British Cyanides, Ord., 2s. shares ...	3 0	2 10½	2 7½
British Drug Houses, The, Ord. ...	22 3	22 3	22 3
British Glues & Chemicals, 4s. Ord....	3 9	4 0	4 0
British Oil and Cake Mills, Prefd. Ord.	42 0	42 0	42 6
British Oxygen, Ord....	47 3	46 6	45 9
British Photo. Indus., 6% Cum. Pref.	5 0	5 0	5 0
Burt Boulton & Haywood, Ord. ...	15 3	15 9	17 0
Bush (W. J.), & Co., 5% Pref. £5 ...	101 3	102 6	102 6
Callard, Stewart & Watt, Ord. ...	7 0	6 3	6 3
Chance & Hunt, 4% 1st Mort. Deb. £100	£85	£89	£89
Cooper, McDougall & Robertson, Ord.	30 0	32 0	30 3
Crosfield (Joseph) & Sons, 6½% Pref.	27 0	26 6	26 9
Dubarry Perfumery, Ord. 1s. ...	3 6	3 3	3 3
" 7½% Pref. ...	21 3	21 3	21 3
Eastman Kodak Com. (no nom. value)	\$79	\$89	\$87½
Evans Sons Lescher & Webb, Ord.			
6s. 8d. shares	1 9	2 6	3 0
" 6% cum. part. Pref.	4 4½	4 7½	4 3
Field (J. C. & J.), Ord. ...	27 3	27 6	26 3
Galloway (P. H.), Ord. 2s. ...	3 0	3 0	3 7½
" 7½% Cum. Pref. ...	25 6	24 9	25 6
Genatosan, Ltd., 1s. ...	5 4½	5 3	5 6
Gossage (William), 6½% Pref. ...	28 6	27 0	26 9
Grout & Co., Ord. ...	20 0	20 0	20 0
Hodders, Ord. 1s. ...	0 10½	0 10½	1 0
Ilford, Ltd., Ord. ...	26 3	28 9	27 6
" 6% Pref. ...	26 0	25 9	24 6
Imperial Chemical, 7% Pref. ...	30 1½	29 6	30 0
" Ord. ...	32 3	32 9	34 3
" Dfd. 10s. ...	9 0	8 9	9 0
Intern. Sponge Importers, 6% Pref.	10 0	12 6	12 6
Kent (G. B.) & Sons, 5½% Pref. ...	6 3	5 9	6 3
Knight (John), 25% Prefd. Ord. ...	96 3	94 6	93 9
Laporte (B.) & Co., Ltd., Ord. ...	62 6	65 6	77 6
Lever Bros., Ltd., 7% Pref. ...	28 1½	28 6	28 6
" 8% Pref. ...	29 6	29 0	28 9
" 20% Prfd. Ord. £1	63 0	64 6	62 9
Lewis & Burrows, Ord. ...	27 6	27 6	27 6
" 6% Pref. ...	22 0	22 0	21 6
Liebig's Ext. of Meat, Ord. £5 ...	£11½	£11½	£12½
Mellin's Food, 6% Pref. ...	1 3	1 3	1 0
Nathan (Joseph) & Co., 7% Pref. ...	19 3	19 9	19 6
" 8% Prefd. Ord. ...	5 3	7 6	7 0
Pears (A. & F.), 5% Deb. £100 ...	£104	£102½	£107
Phosferine (Ashton & Parsons), 8% cum. partic. Ord. ...	21 0	21 3	21 3
Reckitt & Sons, Ord. ...	105 0	106 3	105 6
Salt Union, Ord. ...	38 9	37 9	38 6
Sangers, Ord. 5s. ...	17 0	18 9	18 7½
" Sanitas " The, Co., 9% Pref. ...	31 3	31 9	31 9
Sanitas Trust, 10% partic. Pref. ...	31 6	33 6	33 3
Smith (Stephen) & Co., Ord. 5s. ...	10 9	11 6	11 3
Spratt's Patent, Ord. ...	63 0	62 6	63 9
Stevenson & Howell, 6½% Cum. Pref.	25 0	24 6	25 0
Taylor's Cash Chemists (Lon.), 1s. Dfd.	0 9	0 7½	0 7½
Taylor's (Cash Chemists) Trust, Pref. Ord. ...	9 0	8 9	7 9
" 1s. Dfd. ...	0 9	0 9	0 9
United Glass Bottle Man., 6% Mt. Deb. Stk., £100 ...	£106	£108	£103½
Veno Drug Co., 8% Pref. ...	24 3	23 3	23 6
Virol, Ltd., Ord. ...	28 9	27 0	26 3
" 7% Pref. ...	26 6	25 9	25 9
White (A. J.), Ltd., Ord. 10s. ...	17 6	17 3	17 3
White (Timothy), 7½% Prefd. Ord. ...	27 3	27 6	27 0
" 5s. Dfd. Ord. ...	—	19 0	19 0
Wright, Layman & Umney (1932) 7% cum. Pref. ...	25 0	25 0	25 1½
Yorkshire Indigo & Col. Dyers, 5s. Ord. ...	6 9	0 9	0 9



# The Barbiturate Controversy

IN our issue of January 6 (p. 6) we summarised a discussion by members of the Royal Society of Medicine on "The Uses and Dangers of Hypnotic Drugs other than Alkaloids." In the course of that discussion opposite views as to the actual and potential dangers of treatment with barbitone and its derivatives were expressed; during the past fortnight further conflicting views have been published in the medical Press, with resultant echoes in the lay Press. As it is of importance that pharmacists should know what medical men are saying on this topic, we give a brief account of the principal points raised in the medical Press.

## Two Important Papers

We give the first place to a paper by Dr. N. Mutch, entitled "Proprietary Remedies, with Special Reference to Hypnotics," which appeared in "The British Medical Journal" of February 24. It is evident that the author has surveyed the selected field with entire impartiality. While showing that he is fully aware of the existence of "the black sheep of pharmaceutical exploitation," he writes: "One of the greatest tributes paid to those who devise new drugs and patent them is the official adoption of drugs of proprietary origin in later editions of the British Pharmacopœia"; and again, "It is a pleasure to record this example of an expensive proprietary research [the synthesis of adrenaline] which resulted in so substantial a reduction in the retail price of an important drug." Dr. Mutch's table of barbituric hypnotics comprises twenty-seven (some of which are duplicate names for identical substances); his comments are sound and of a conservative type. Examples are:—

"A barbituric derivate with pain-relieving qualities in its own right is still to be found."

"Clearly urine analysis alone does not yield any reliable index to the probability of hang-over."

"The range of possible idiosyncrasies and the degree to which the patient is exposed to the risks of addiction are only discernible after the drug has been in use for years."

Dr. Mutch raises a justifiable protest against needlessly complex statements of formulas, and gives an example. He summarises margins of safety between the hypnotic dose and the lethal dose of barbitone and some of its derivatives (M.L.D./M.Th.D.) in the following figures:—Luminal 1:3; barbitone 1:6; soneryl, nembutal, phanodorm 2:4; dial 2:5. He wisely remarks: "The effect of a sleeping draught should last many hours, but die away before morning."

The second paper to which we refer occupies nine pages of "The Lancet" of February 17, and in view of the amount of detailed work that has obviously been needed for its preparation must rank as a classic in any future discussion of this subject. The author is Dr. R. D. Gillespie, whose general views on the administration of barbituric hypnotics are well known to our readers. After an introductory section, Dr. Gillespie refers to "the only previous paper on these lines in this country," read before a section of the Royal Society of Medicine by Dr. H. M. A. Young in 1927. This paper—on which Sir William Willcox, in the discussion summarised in our issue of January 6, founded some of his views—stated that up to 1927 there had been 400 recorded cases of poisoning from the barbiturates, of which number 133 were fatal. But "on carefully checking this paper it has been found that the real number of fatal cases recorded up to that date was apparently 85, the error being produced by counting many cases more than once—sometimes even three times." Dr. Gillespie goes on to remark, with bland but devastating irony: "An error of 48 in 85 cases, or 56 per cent., seems somewhat high in a paper which has been referred to by the opener of the discussion at the time (Sir William Willcox) as 'most carefully compiled' . . . but it is indicative of the state of some of the literature on the subject." The author proceeds to tabulate the fatalities associated with barbituric drugs recorded to the end of 1932: his table

occupies four pages, and gives in each case the dose (if known), the first-hand reference, the complications (if recorded), and other details. He comments:—

"The conclusion of this part of our inquiry is this, that up to the end of 1932 there is no case on record in which barbiturates, either a single dose or repeated doses of therapeutic magnitude, have caused death in the absence of complicating factors. . . . In complicated cases—i.e., where patients have organic disease or have had an operation—there is actually no case on record which would justify regarding as the essential cause of death a dose of a barbiturate of therapeutic magnitude, with the possible exception of Alter's. It is of little scientific value to record an isolated instance of complicated death in which a barbiturate has been a factor, and to forget to set it against the actual number of cases, complicated and uncomplicated, in which a barbiturate has been used, and which do not appear in literature, because nothing untoward happens."

The author gives a detailed analysis of suicides by poison in 1931, and tabulates suicides by means of barbituric hypnotics for 1927-32 inclusive. (These figures can be found in sufficient detail in the relevant issues of THE CHEMIST AND DRUGGIST.) He adds: "There are many considerations which make it unlikely that addiction, whether or not leading to an overdose, accidental or suicidal, is an outstanding danger with the barbiturates, although it can occur."

## Correspondence

It remains to indicate the contents of numerous letters that have appeared in "The Lancet" of February 17 and February 24. In a letter extending to more than a page, Sir William Willcox reiterates his contention that "the repeated daily use of the drugs over long periods is dangerous and harmful in some cases, and may lead to alarming nervous symptoms and risk of fatal poisoning from an accidental or purposeful overdose." This is perhaps not quite the position Sir William took up at first. He finds support from Sir James Purves-Stewart and Dr. G. Roche Lynch, though not in every detail.

On the other hand Sir Maurice Craig, Dr. Gillespie, Dr. W. H. B. Stoddart, Dr. T. A. Ross, Dr. Arthur F. Hurst, Dr. A. H. Douthwaite and Dr. Arthur P. Luff constitute a formidable opposition. Dr. Hurst opens fresh ground by comparing deaths from barbituric hypnotics with deaths from alkalosis. He writes:—

"In common with Dr. J. A. Ryle and Dr. T. L.

Hardy I have seen several cases in which a diagnosis of alkalosis was made only just in time to save a patient's life. As the possible danger of over-dosage with alkalis is still almost unknown, there can be little doubt that numerous fatal cases have occurred in which the coma has been attributed to uræmia or some other cause. . . . Alkalis have probably caused more deaths than barbiturates, but there have been no inquests, no interviews, and no publicity. In the case of the barbiturates Sir William does not prescribe them for the sake of example to his medical students, and he adds that the safety of the public can be ensured by some modification in the existing Pharmacy Acts. It would be just as reasonable for me to refuse to prescribe sodium bicarbonate and other alkalis for the example of my students and to suggest that sodium bicarbonate and the other alkalis should be added to the list of dangerous drugs."

Finally, Dr. Luff (who is also a pharmacist), after instancing a case of recovery from a dose of 200 gr. of barbitone, adds: "I write now from an experience of their use extending over nearly forty years, the result of which has convinced me that in the barbituric acid group we have hypnotics which, when suitably administered, are among the safest with which I am acquainted." At the same time, Dr. Luff would have their use confined to prescriptions.



# "Pharmacy for the Pharmacist"

## First Meeting of the Pharmacy League

THERE was a large attendance at a meeting, held at 17 Bloomsbury Square, London, W.C.1, on February 27, for the purpose of inaugurating a new organisation, which was introduced by its promoters as "The Pharmacy League." Mr. Norman Dewey (Hampton) presided.

### INAUGURAL ADDRESS

MR. E. NEVILLE BROWNE (Colliers Wood), who was the principal speaker, said they did not wish to replace the leaders in pharmacy by snap elections, but they warned them that methods which had come to be regarded as precedents were no longer suited to the economic conditions of to-day and the future. The Pharmacy League would approach pharmaceutical affairs from new angles, completely unfettered by precedent. The younger minds, more virile, more alert than some of those now dealing with them, and considerably more intimately concerned with the future, would evolve schemes and methods of enhancing the professional status of pharmacists. Did they see the manager of the Midland Bank standing on his doorstep to see if Lloyds was closing yet? (Laughter.) Or did the solicitor offer to handle cases at a cut price? Where lay the comradeship among pharmacists? It lay in the bondage of being a member of the Pharmaceutical Society. Whether they applied that qualification to the earning of their living as a proprietor, manager, assistant, commercial traveller or hospital pharmacist, the League needed them and they needed the League. A trade unionist would call a chemist who had not the backbone to keep his agreement of price maintenance a blackleg for accepting less than his competitor. How much longer were they, as pharmacists, to tolerate those who offended? If there were one in that room the League challenged him to show proof that he was worthy to remain in the craft. The promoters of the League came before that audience, a Committee of ten, who with the co-operation of those present, would examine all problems in a new light. It was true that they were not representative of all parts of London, but the necessary steps to carry that idea into effect would be placed before the League at an early date. The Committee, however, had no intention of undermining the dignity of the profession. Dignified constitutional methods alone would be employed by the League to achieve its aims. Small subcommittees might be set up in all districts in London, and later throughout the country. These subcommittees would discuss their own problems of local interest, and also national problems. Their considered opinions would form a basis of discussion and subsequent evolution of schemes. Either individual members or groups forming subcommittees from the chief Committee would be responsible for collating specific information, relating to such subjects as the deliberations of the Pharmaceutical Society, the N.P.U., the P.A.T.A., of Parliamentary discussions affecting pharmacy, medical services, Press comments upon pharmacy and pharmacists, unfair trading (including "co-ops," and free gifts), and other matters. They would consider the exploitation of women pharmacists, conditions of employment and all other subjects that might arise from time to time. When the complete membership of the League had been informed of any action it was proposed to take they would be expected to carry it out in a more loyal spirit than had ever before been known in pharmacy. In that and other ways it would be brought home to existing associations and branches that a new spirit was abroad and that the men who were going to matter in a few years were already pulling their weight. From time to time meetings of the members would be called and frank discussion would take place. Some of the meetings would be centralised, maybe in London, while others might be localised, and social functions would not be overlooked. In short, the objects of the League were to encourage the younger members of the Pharmaceutical Society to

pursue an agreed policy for the improvement of pharmacy, commercially, scientifically and socially. Membership of the League would be open and restricted to members of the Society who qualified during 1921 or later, and for the twenty-one years next following the date of their qualification. By the latter restriction it would be readily seen that the League should always be the leading thought in pharmacy, and as members became older they would have to make way for the next generation. Further, the League would not encourage candidates seeking executive positions in pharmacy from motives of vanity—(laughter)—neither would their members seek office with calculated deliberation. But office must come to youth inevitably and pharmacy would find them prepared and competent to take it, with the idea ever in the forefront of "pharmacy for the pharmacist." (Applause.)

### DISCUSSION

During a long discussion, in which a number of the audience took part, one member said it was not that they disagreed with the Society or the N.P.U. or the P.A.T.A. They realised that in the future they were going to bear the brunt of the work for pharmacy, and they wanted to eliminate all undesirable matter from the existing organisations, and "ginger up" the whole of pharmacy. But they did not want the whole structure of pharmacy to be destroyed. They were not out against individuals unless they did anything detrimental to pharmacy as a whole. The audience knew as well as he did that some of the men on the Council were the same as twenty years ago, and they had got to break through that. They had got to find the men they wanted from a meeting of the kind they were holding that evening and to see that their policy was put forward.

Another speaker declared that the League would quickly be a national organisation. He believed that the Committee should therefore be a provisional one. He did not think they should elect a permanent committee at that meeting, as there were many eligible pharmacists who had not heard of the League.

MR. JOHN H. CARTER (Muswell Hill), the secretary to the members, said this was an opportunity for him to apologise. They had circularised over 1,300 people about the meeting, and they could only rely on the pharmaceutical Register. But they had also tried to pick out people with suitable qualifications.

MR. SINCLAIR (Woolwich) suggested that the Committee should be elected for twelve months.

MR. H. N. LINSTEAD explained that he was present in his private capacity as a pharmacist eligible for membership of the League. He said there was no doubt at all that they, as younger people in pharmacy, had got something to contribute, and an organisation such as the League could do something. He recalled that there used to be in London a Chemists' Assistants' Association which was a definite force in pharmaceutical politics, and there was no reason why an organisation should not take the place of that Association as a training ground for future leaders in pharmacy. Among the problems he thought they could tackle was that of unemployment, and there was also the question of the training of apprentices. Then there was the big question of the number of people who were qualifying every year, for 500 new people were coming in each year. And there was also the very practical question of salaries. These were four practical points they could get down to consider.

A speaker suggested that another meeting should be held about the end of March to decide on the Committee.

After further discussion a resolution proposing that the Pharmacy League be formed, and that the existing Committee be elected for a maximum period of six months to draw up a constitution and formulate a policy, was enthusiastically carried.



# Some Modern Display Aids

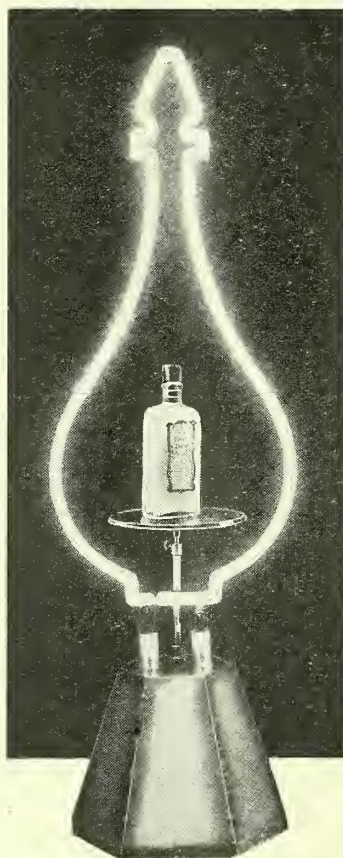
from the

## British Industries Fair

**D**URING a tour of the Olympia section of the British Industries Fair we noticed several interesting display aids which, in our opinion, could well be utilised by chemists, either in the window or on the counter, with a view to stimulating sales. From conversations at the stands of the various manufacturers it appeared that the display requirements of the chemist are fairly well appreciated and a keenness to adequately cater for the drug trade in all its branches was evident. The following paragraphs give particulars of several of these display aids:—

### A "Carboy" in Neon

Many visitors to THE CHEMIST AND DRUGGIST stand at the Fair have expressed appreciation of the neon sign in the form of a carboy which occupied a prominent position on the exhibit. These "carboys" are particularly appropriate for use in the pharmacy. The chemist may purchase the sign outright or, if he chooses, hire one over a period of twelve months, in the latter case, however, only if his pharmacy is situated in the L.C.C. area. The "carboys" are made in three colours, red, blue and green, and the hire agreement gives the

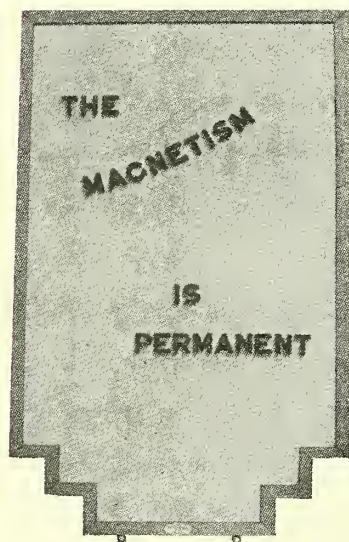


The Neon "Carboy"

hirer the option of changing the colour once every two months. The current consumption is, of course, negligible, being only 25 watts per hour, which gives forty burning hours per unit. The company supplying the "carboys" is The Neon Hire and Supply Co., Ltd., 31 John Street, Bedford Row, London, W.C.1.

### A Permanent Magnet Sign

The illustration above shows a useful display model of the Wondersign, which is described as "the only completely adjustable sign." The letters, figures and mounts of



The Wondersign: Type D

the signs are permanent magnets and the backgrounds to which they adhere with limpet-like tenacity are of steel, manufactured in a wide range of colours. The type illustrated, which is described as type D, is an attractive model, a special feature of which is its shape. It is designed to attract the eye downwards to goods displayed below it. Brass ball pediments are standard on this model, which is also fitted with strut and rings. The sign is available in three sizes, as follows:—No. 1, 18 in. by 28 in.; No. 2, 15 in. by 24 in.; and No. 3, 10 in. by 15 in. The makers are Wondersigns, Ranelagh Road, London, S.W.1.

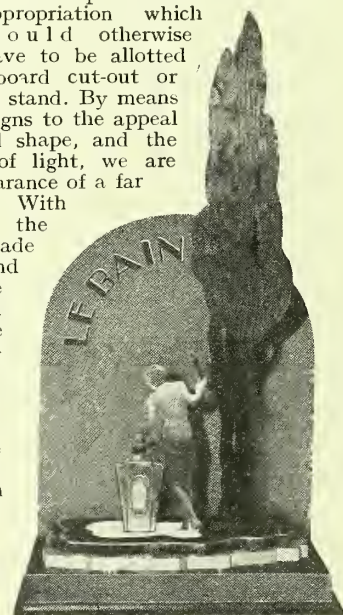
### A Novel Show Piece

The show piece "Le Bain" was selected from a wide range exhibited by J. M. Walker Display, Ltd., Belmont House, 6 Gordon Square, London, W.C.1, and will probably be of more direct interest to the national advertiser than to the individual chemist. The exhibit contained many clever designs, several of them being suitable for use in connection with pharmaceutical products. The general idea behind the policy of the company, we were informed, is "to supply the national advertiser with a show piece entirely designed for his individual use at a price to suit that part of his appropriation which would otherwise have to be allotted

to the eternal cardboard cut-out or paper-covered display stand. By means of restricting our designs to the appeal of simple colour and shape, and the equally simple use of light, we are able to give the appearance of a far higher-priced article. With very few exceptions, the show pieces are made from plywood and lighted by a single bulb—the flex and plug for which are supplied with the design."

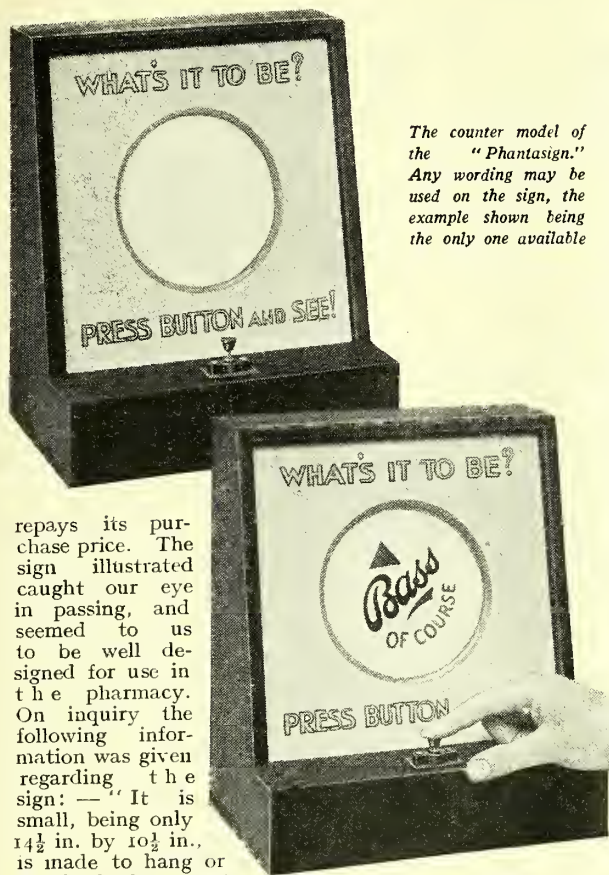
### Neat Electric Sign

The value to the chemist of a neat, attractive electric sign which can be operated at a low cost is considerable, and amply



The Show Piece "Le Bain"





The counter model of the "Phantesign." Any wording may be used on the sign, the example shown being the only one available

repays its purchase price. The sign illustrated caught our eye in passing, and seemed to us to be well designed for use in the pharmacy. On inquiry the following information was given regarding the sign:—"It is small, being only 14½ in. by 10½ in., is made to hang or stand, both portrait and landscape fashion, and therefore occupies the smallest possible space compatible with effect. The front is made of stout plate-glass, with polished edges, and is affixed to the lamp box by means of removable nickelled corner pieces, thus making the glass panel interchangeable. . . . Remarkable neon-effect lettering and innumerable coloured pictorial designs are possible by our process on the glass panels. The lighting is obtained by only one 40-watt pearl electric bulb, thus the current consumption is negligible." In the sign illustrated the name, the word "chemist" and the border round the centre panel stand out in red lettering. The centre panel "Prescriptions Accurately Dispensed," has white letters on a black background, while the background of the sign itself is blue. The makers are Radiant Display, Ltd., New Hibernia Chambers, London Bridge, London, S.E.1.



A good show of tadger shavers

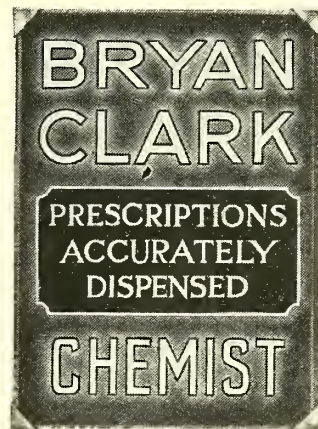
## Phantasigns

On calling at the stand of O. C. Hawkes, Ltd., Globe Works, Bromsgrove Street, Birmingham, we were shown what seemed to us to be something unique in signs. Phantasigns, we were informed, have not been previously shown to the public, and they were certainly attracting attention at the Fair. The model which most appealed to us is one which is intended to be shown on the counter within easy reach of the customer whose co-operation is necessary to produce the effect. The action of the signs is one that has been described as "mysterious," but actually it depends to some extent on the use of a special stable emulsion. Phantasigns were described to us by Messrs. Hawkes as follows:—"They are particularly suitable for display on counters as they occupy a very small space and are simple and 'foolproof' in action. Moreover, they cost nothing to run or maintain. The most interesting type for the drug trade, in our opinion, is operated by merely pressing a small button, which results in any desired slogan 'mysteriously' emerging from a coloured background and disappearing on release of the button. The slogan which appears and disappears is supplemented by suitable wording which is permanently visible and which arouses interest and excites curiosity. Phantasigns are also made in a variety of other types which are operated by motive power for continuous effects. Finally, the Phantesign all-glass counter display case is something quite original in the field of modern display. The front glass of this showcase 'mysteriously' changes colour and diffuses a delicate tint over the articles displayed in the case. The colour of the front glass may be green, red, yellow, blue, etc., to taste, and the primary colour of the front screen blends with, and reacts on, the colour of the displayed goods, thereby causing them to assume different hues. The 'mysterious' and delicate colour changes arrest attention and stimulate interest in the contents of the showcase." The two illustrations show (1) the sign before operation and (2) after the button has been pressed. Any wording, of course, may be substituted for that shown, and the sign can then be used for calling attention to a particular product or to some feature of the business.

## Shaving Brush Display

One of the problems of making a striking shaving brush display is the quantity of material required to fill the window. In conversation with Mr. A. Simpson, 53 High Street, Clapham, London, S.W.4, who is exhibiting a wide range of badger shaving brushes at Olympia, we gathered that Messrs. Simpson are willing to defray the cost of such displays subject to obtaining an order for a specified amount. The special display of badger shaving brushes illustrated is that of Messrs. Boxhalls, chemists, 37-38 Coventry Street, Piccadilly Circus, London, W.1, and is an example of the effectiveness of such windows.

This brief article gives some idea, perhaps, of the many types of display aids available to the chemist. The section at Olympia devoted to such products by no means covers the field, and many manufacturers, although not showing, are doubtless prepared to give every assistance in matters of display.



Sign by Radiant Display, Ltd.



# Soapless Shampoo Preparations

By H. Stanley Redgrove, B.Sc., F.I.C.

IN an article in the *C. & D.*, August 26, p. 290, the preparation of soapless shampoo powders was dealt with. Below the author raises the question whether sulphonated lorol can be used in place of soap for making liquid preparations for shampooing the hair. Although shampoo powders are favoured for home use, there is a demand for liquid preparations, and in hairdressing salons only the latter type of article is required. The drawback to the employment of sulphonated lorol for making liquid shampoo preparations is the low solubility of the material in cold water. Temperature exercises a big influence on the solubility; and a solution containing 25 gm. per litre was found to become cloudy on standing in an unheated room during cold weather. The addition of alcohol does not improve matters; indeed, it has an opposite effect. Some users do not object to cloudy preparations, and this applies particularly to shampoo preparations sold for use in hairdressing salons. In this case no difficulty is met with. About 10 per cent. of sulphonated lorol can be dissolved in warm water, a suitable water-soluble perfume added, and the bottle labelled "Shake before using." If a clear preparation is required the liquid, after standing for some time in a cool place, can be filtered through kaolin. Naturally, the preparation is much weaker than the unfiltered one; but it is more effective than a solution prepared cold with a lower proportion of the material. The explanation, of course, is that the fatty alcohol known as "lorol" is not a chemically pure individual substance. It is a mixture of various homologous fatty alcohols, of which lauryl or dodecyl alcohol is the chief. Consequently, when this product is sulphonated and neutralised with soda, there is obtained, not only the sodium salt of the acid sulphuric ester of dodecyl alcohol, but also the sodium salts of the acid sulphuric esters of all the other alcohols present. These salts have different solubilities in water. The filtering process, however, is both tedious and very wasteful of material, so that it cannot be generally recommended.

Two other products allied to sulphonated lorol are available in commerce, distinguished as "sulphonated lorol liquid NH" and "sulphonated lorol liquid TA." These are obtained from the same mixture of acid sulphuric esters as is sulphonated lorol itself, but neutralisation is effected by means of different bases. The products are yellowish, viscous liquids, which dissolve readily in cold water. The solutions froth in the same manner as do those of sulphonated lorol, and constitute useful detergents, though their action is not quite so strong as that of solutions of the latter material. The solutions of these liquid products show an acid reaction towards litmus. On standing in a cold room, sulphonated lorol liquid NH tends to congeal, and it is not so readily soluble in cold water as is sulphonated lorol liquid TA. The detergent action of the former material, however, seems to be slightly more powerful than that of the latter. Effective liquid shampoo preparations can be made by dissolving sulphonated lorol liquid NH in warm water, using 200 cc.s per litre of solution, a suitable water-soluble perfume being added. On standing only a slight opalescence develops, unless the weather is very cold. If perfectly clear preparations are required, either the proportion must be reduced or sulphonated lorol liquid TA employed.

## Chamomile Shampoo

There is also a demand for liquid shampoo preparations containing extracts of the colouring matters of henna and chamomile. For making the latter, the infusum anthemidis concentratum of the B.P.C. recommends itself as a convenient preparation to employ. It has to be remembered, however, that this preparation contains alcohol, although the proportion is low. Alcohol has a distinctly adverse effect on the solubility of sulphonated lorol liquid NH; and when this is employed,

the proportion of the infusion should be kept low. For example, the following formula may be used:—

Sulphonated lorol liquid NH	...	...	16
Concentrated infusion of chamomile	...	...	4
Water-soluble perfume	...	...	sufficient
Water	...	...	to 100

To make this preparation, dissolve the sulphonated lorol liquid NH in the bulk of the water, warming slightly if necessary. Then add the infusion and the perfume, and make up to the stipulated volume by addition of more water. Owing to the higher solubility of sulphonated lorol liquid TA, more concentrated solutions can be made without fear of opalescence or sediment forming. For example:—

Sulphonated lorol liquid TA	...	...	30
Concentrated infusion of chamomile	...	...	10
Water-soluble perfume	...	...	sufficient
Water	...	...	to 100

In addition to their detergent action, all varieties of sulphonated lorol appear to exercise a softening action on the hair. This makes their employment in shampooing preparations particularly valuable.

A little sulphonated lorol (original powder form) can be dissolved in the warm water used for shaving, in order to facilitate this operation. Chemists might find it to their advantage to offer the material, lightly perfumed with lavender, verbenia, pine or fougère, specially for use for this purpose.

## Toilet Preparations in Canada

IN a report (72-14-12-33/500) recently issued by the Dominion Bureau of Statistics production from the toilet preparations industry in Canada was valued at \$5,946,409 in 1932 compared with \$5,946,292 in 1931. This industry as classified for statistical purposes includes only those concerns whose reports to the Census of Industry indicated that toilet preparations made up the larger part of their output. In 1932 a total of seventy-one plants came within this category; forty-six were in Ontario, eighteen in Quebec, three in Manitoba, three in British Columbia, and one in Alberta. These works reported fixed and working capital at \$5,492,507, the number of employees at 875 and salaries and wages at \$958,233. Materials used in manufacturing cost \$1,876,280, including containers at \$1,131,842. Compared with 1931 the industry gained fifteen plants and seventy employees in 1932, while capital advanced almost a million dollars. Tables 1 to 9 inclusive of this report cover the toilet preparations industry only, but only about 70 per cent. of all the toilet preparations made in Canada was manufactured by the companies classified to this industry. Therefore tables 10 to 12 inclusive have been added to show the total Canadian output by all manufacturers regardless of the industry to which they have been classified by the Bureau. In 1932 the total output amounted to \$6,957,862 at factory prices compared with \$6,751,542 in the previous year. Imports of toilet preparations into Canada were valued at \$737,274 in 1932 as against \$1,112,635 in 1931. About 50 per cent. of the imports came from the United States, 26 per cent. from France and 23 per cent. from the United Kingdom.

DIPLOMACY.—"Just look at it, and look at me," complained the sitter. "Do I look like a prize-fighter? Have I a squint?" "The answer, sir," replied the photographer, timidly, "is in the negative."—"The Evening News."



## Marriages

**BEAUMONT—HARRIES.**—At Portsmouth, on February 17, Harold Beaumont, chemist and druggist, to Florence Harries.

**WORSLEY—RAINE.**—At Bolton Road Methodist Church, Darwen, recently, Stanley Worsley to Margaret Raine, chemist and druggist, daughter of Mr. E. Raine, chemist and druggist, Darwen.

## Deaths

**CROW.**—At Alford, Lincolnshire, on February 24, Mr. Mark Crow, late of Heely & Co., chemists, Market Place and West Street, aged fifty-seven.

**JONES.**—At Scarborough, on February 15, Mr. Alfred Jones, retired chemist and druggist, aged eighty-nine. In our notes on Scarborough chemists in connection with the meeting of the British Pharmaceutical Conference in 1921 we wrote: "For many years he controlled the destinies of two successful businesses in the town—now in the hands of Messrs. Beckett and Hunt respectively. Several well-known pharmacists of to-day owe their early training to him."

**MAWSON.**—At his residence, 85 Crofton Street, Rusholme, Manchester, on February 23, Mr. Arthur Mawson, Lancashire representative of D. Mawdsley & Co., 4 and 6 Riga Street, Manchester, 4, aged sixty-three.

**MORRIS.**—At West Acton, London, W.3, on February 18, Mr. John Hall Morris, chemist and druggist. Mr. Morris qualified in 1884.

## Personalities

**MR. J. E. BOOTH**, chemist and druggist, Farnborough, has been elected a vice-president of the local chamber of commerce.

**MR. W. R. PARKIN**, chemist and druggist, Stevenage, has been elected a member of the committee of the local chamber of trade.

**MR. W. S. TAVERNER**, chemist and druggist, who was Mayor of Guildford in 1918-19, has been appointed a justice of the peace for the borough.

**MR. A. M. EDWARDS** has joined the staff of Lewis, Tilbury & Co., Ltd., 41 Eastcheap, London, E.C.3, as from February 1. [Corrected note.]

**MR. F. J. FLOWERDEW**, B.Sc.(Hons.), A.I.C., M.P.S., chief chemist to Bob Martin, Ltd., Southport, has been elected a Fellow of the Chemical Society of Great Britain.

AMONG the successful candidates at the recent matriculation examination of London University was Mr. Ralph L. John, son of Mr. J. J. John, chemist, Kensington, London, W.8.

NOTICE is given in "The London Gazette" that Arthur Levy, 56 Brunswick Gardens, London, W.8, medical practitioner, has assumed the name of Arthur Ryder-Lewis by deed poll.

**MR. JOHN EVANS**, F.I.C., Ph.C., city analyst, Sheffield, recently gave an address on "Some Recent Developments in Food Analysis" before the members of the Royal Sanitary Institute at Chesterfield.

**MR. JOHN GIBSON**, chemist and druggist, Hexham, is to lecture at the Priory Church of St. Bartholomew the Great, Smithfield, London, E.C., on March 4, on the subject of "Hexham Abbey, in Stone and Story."

CERTIFICATES OF NATURALISATION have been granted to J. Britanisskis (known as Joseph Britanischski), medical practitioner, 50 Anson Road, Cricklewood, Middlesex; I. Lifschitz (known as Isidore Liff), chemist, 9 Clarendon Gardens, Wembley Park, Middlesex; A. Révai, chemical merchant, "Bluebells," South View Road, Pinner, Middlesex.

## Wills

**MR. ERNEST HENRY BARRITT**, J.P., Ph.C., White House, Laver Breton, Essex, chemist and druggist, who died on July 18 last, left £7,391, with net personalty £2,396.

**MR. RUPERT HENRY MARSHALL**, Ruclare, Great Headland Crescent, Preston, Paignton, Devon, chemist and druggist, died on November 15 last, leaving £5,095, with net personalty £2,997.

**MR. CHARLES ROWED**, 14 Sefton Drive, Liverpool, for over fifty years with the Beecham Factory at St. Helens, who died on November 7 last, has left estate gross value £28,071, with net personalty £27,975.

**MR. HENRY WILLIAM HERBERT**, The Warren, Fairway, Merrow, Surrey, chemist and druggist, formerly of 41 High Street, Egham, Surrey, who died December 21 last, left estate of the gross value of £14,146, with net personalty £4,894.

**MR. ERNEST ARTHUR ROWBOTTOM**, 44 Honister Avenue, High West Jesmond, Newcastle-on-Tyne, Northumberland, chemist and mineral water manufacturer, who died on October 4 last, aged sixty-seven, left estate gross value £13,272, with net personalty £13,191.

**MR. THOMAS FRANCIS MORLEY**, Ribbleton, 11 Kaimes Road, Corstorphine, Edinburgh, representative in Scotland of Thomas Kerfoot & Co., Ltd., manufacturing chemists, who died on November 24 last, aged eighty-four, left personal estate in Great Britain valued at £11,937.

**MR. JOHN KERSHAW**, Athelney, 99 Lordship Lane, Stoke Newington, N., a director of F. W. Berk & Co., Ltd., chemical manufacturers and merchants, and a Freeman and Liveryman of the City of London, who died on November 29 last, aged sixty-eight, left estate gross value £6,181, with net personalty £5,380.

**MR. BERTRAM STUART STRAUS**, J.P., 8E Hyde Park Mansions, Marylebone, W., for many years chairman of Virol, Ltd., formerly partner in the firm of Hale & Son, colonial brokers, of Mincing Lane, E.C., and a member of the London County Council and the St. Marylebone Borough Council, and at one time Liberal M.P. for Mile End, who died on August 26 last, left estate gross value £14,894, with net personalty nil.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

### Tuesday, March 6

*Glasgow Pharmacy Club*, Grand Hotel, Charing Cross. Annual dinner and presentation of prizes. Reception 7 p.m. for 7.30 p.m. Tickets, lady 6s. 6d. gentleman 7s. 6d. from Mr. William Peebles, 110 Springfield Road, Glasgow.

*Thames Valley District Pharmacists' Association*, Kingston Hotel, Kingston-on-Thames, at 8.45 p.m. Discussion on "Public Medical Service."

### Wednesday, March 7

*Pharmaceutical Society of Great Britain*, 16 Bloomsbury Square, London, W.C.1, at 11 a.m. Council meeting.

*Pharmaceutical Society of Great Britain, Harrow Branch*, Gayton Rooms, Harrow, at 8.45 p.m. Address by Mr. G. A. Mallinson (secretary of the N.P.U.).

### Thursday, March 8

*Guild of Public Pharmacists, Liverpool Branch*, Royal Institution, Colquitt Street, at 7.30 p.m. Dr. Hugh Smith on "Preparation of Serums and Vaccines and their Uses."

*Salford Pharmaceutical Association*, 40 The Crescent. Mr. E. H. Simmons (a member of the Society's Council) on "Pharmaceutical Topics."

*South-Eastern (London) Associations*, Hotel Metropole, Northumberland Avenue, London, W.C.2. Annual dinner and dance. Tickets 12s. 6d. each. Reception 6.30 p.m.

### Friday, March 9

*South-West London Chemists' Association*, The Balham Club, Ltd., Ramsden Road, Balham, at 8.30 p.m. Mr. Wilfred E. Gooday (Vacuum Oil Co., Ltd.) on "Petroleum and its Products" (lantern lecture).



# Trade Notes

**ANDREW'S BONUS.**—Scott & Turner, Ltd., Gallowgate, Newcastle-on-Tyne, are making a bonus offer (open until April 21) in connection with Andrew's liver salt.

**SPRING MEDICINE.**—Ernest Jackson & Co., Ltd., Crediton, give particulars on another page of this issue of their sulphur and yeast tablets and sulphur and fruit juice tablets.

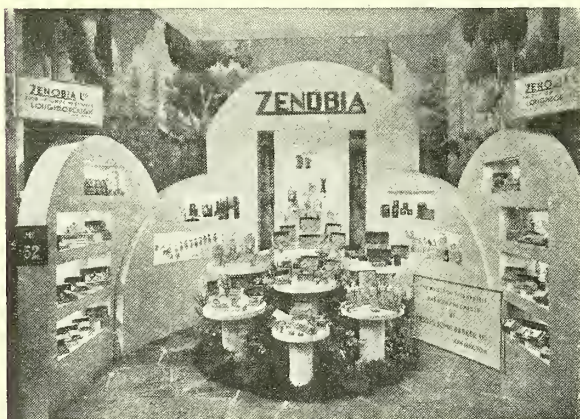
**C. NESTLÉ & Co., LTD.,** 465 Holloway Road, London, N.7, have introduced a new preparation in the form of Nestol medicated toilet powder. This preparation, which is packed in attractive tins, is to receive radio publicity from Post Parisien, Athlone and Normandy.

**TOKALON, LTD.,** Chase Road, London, N.W.10, have sent us one of their new display cards. This can be attached to the inside of the window in a few seconds and does not necessitate any alteration to existing dressing, it remains firmly in position and yet is easily detached when required. The card also has the advantage of bringing the product right before the public's eye and, at the same time, does not hide any goods on display in the window. It will be sent to any retailers on request.

"THE EVOLUTION OF THE CATARRH PASTILLE" is the title given by Potter & Clarke, Ltd., 60 Artillery Lane, London, E.1, to a series of striking photographs reproduced in their advertisement in this issue.

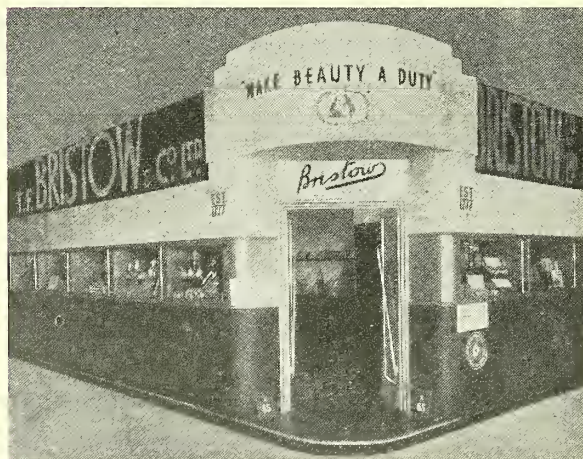
**HALIBORANGE.**—Allen & Hanburys, Ltd., Bethnal Green, London, E.2, inform us that Haliborange is now available in three sizes, 5 oz., 10 oz., and 40 oz. It may also be obtained in winchesters of 80 oz. for dispensing. —On March 1 Allenburys calcium sodium lactate tablets will be issued under the title Calsolact. The packing will remain unaltered except for the label.

**THE BRITISH DRUG HOUSES, LTD.,** Graham Street, City Road, London, N.1, have sent us a copy of the new publication they have just issued under the title "B.D.H. Injections for Parenteral Medication." The booklet contains an alphabetical list of the more important preparations which are administered parenterally, and, in addition, some useful notes on the therapeutic effects of the products and the condition in which the administration is indicated. Though primarily intended for the use of medical practitioners, many C. & D. subscribers will be interested in this publication, and a copy may be obtained post free on application.



## AT THE BRITISH INDUSTRIES FAIR

The Stands of Zenobia, Ltd.; T. Ward & Sons, Ltd.; T. F. Bristow & Co., Ltd.; and Anzora Perfumery Co., Ltd.





**SAL HEPATICA.**—The attractive showcard, of which a photograph is reproduced, is intended to form the centre-piece of a Sal Hepatica window display. It is supplied, with large cards for placing on either side, by J. C. Gambles & Co., Ltd., 211 Blackfriars Road, London, S.E.1.



**ORGANON LABORATORIES**, 1 Gordon Square, London, W.C.1, are proposing to issue at intervals a new publication entitled "Hormones." We have received a copy of No. 1 of this periodical, which deals with "The Adrenotropic Hormone of the Hypophysis" and "Hormones and Lactation." C. & D. subscribers interested can obtain a copy of "Hormones"

on writing for it.

**G. B. KENT & SONS, LTD.**, 75 Farringdon Road, London, E.C.1, inform us that when the Queen visited their stand at the British Industries Fair Her Majesty

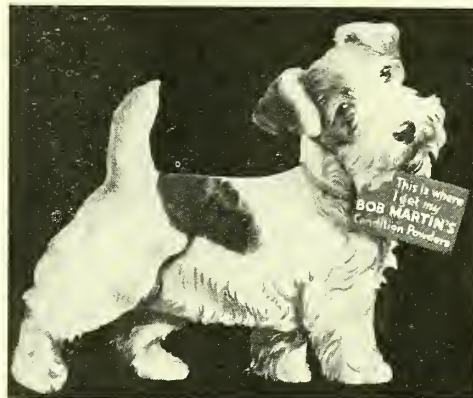


examined with interest the Tumble Tommy nail brush, the invention of Mr. E. L. H. Cosby, one of the directors of Messrs. Kent. This brush, which is in the shape of a ball, automatically rolls over into a correct drainage position after use, which means rapid drying and no sodden bristles. Owing to its peculiar construction it is

claimed that this brush will greatly outwear ordinary nail brushes, as it is always used in a different position, the ball shape at the same time forming a comfortable grip. Her Majesty the Queen also remarked that she was well acquainted with Kent's brushes, as they were in use in the royal household and that she personally owned a set of Kent-Cosby refillable hair brushes.

**DUDLEY & CO., LTD.**, 451 Holloway Road, London, N.7, have sent us two lists which are of interest to chemists—No. C.D. 1510 (newest designs of posters, showcards and tickets) and No. C.D. 1495 (shop fittings). Either of these will be sent post free on request.

**BOB MARTIN, LTD.**, Southport, have made another addition to their cut-out showcards of dogs. This represents a Sealyham terrier, realistically reproduced in five



colours, with the hind leg strutted to give a natural walking effect. Copies of the new showcard may be had within twenty-four hours by sending a postcard to Southport.

**NELSON'S GELATINE LOZENGES.**—Nelson Dale & Co., Ltd., Warwick, are about to launch a comprehensive advertising campaign regarding Nelson's gelatine lozenges. Broadcasting and the Press are to be employed for national publicity, while counter displays, samples, brochures and ballot forms are available for retailers. Further particulars can be obtained by using the coupon appearing in the company's advertisement in this issue.

## Egyptian Chemical Trade

ACCORDING to the report of the Department of Overseas Trade on the economic conditions in Egypt the total imports of chemicals and pharmaceutical products during 1932 amounted to a value of £E.532,163 compared with £E.524,206 in 1931. France remained the most important supplier of medicines and pharmaceutical preparations with an import valued at £E.72,645 (compared with £E.82,969 in 1931) out of a total import from all sources valued at £E.174,606. The United Kingdom remained France's nearest competitor with £E.39,734 (£E.45,458 in 1931) and Germany remained in the third position with £E.26,477 (£E.25,476 in 1931). The United States of America and Italy followed with £E.14,481 and £E.11,182 respectively. Germany and the United Kingdom tied for the first position in the market for miscellaneous chemical products. Out of a total import valued at £E.45,818 (£E.46,823 in 1931) Germany furnished to a value of £E.13,463 and the United Kingdom £E.13,453, but whereas the latter's trade declined by about £E.700, the former's increased by over £E.1,000. Imports of artificial indigo amounted to 184,806 kilos valued at £E.23,968, compared with 95,723 worth £E.11,661 in 1931. Of this trade the United Kingdom obtained one-third of the volume and almost half the value, viz. 61,079 kilos valued at £E.10,021, while on the other hand the German volume

of trade accounted for 89,893 kilos though the value of that country's contribution was only £E.9,725. German and United Kingdom imports in 1931 were 52,955 (£E.5,634) and 26,253 (£E.4,182) respectively. The United Kingdom obtained a good share of imports of coal tar dyes, her contribution being 60,351 kilos valued at £E.11,946 out of a slightly increased total import of 154,992 kilos worth £E.46,268. United Kingdom imports increased by 20,999 kilos in volume and £E.4,980 in value compared with 1931. Germany's share of the trade was 52,686 kilos valued at £E.24,415 compared with 71,748 kilos worth £E.18,151 in 1931. Italy came next in order with 20,245 kilos valued at £E.4,233, representing an increase of 7,495 kilos in volume and £E.2,352 in value compared with the previous year. The incidence of the high import duties (15 per cent. *ad valorem*) on "packed blue" dyes have seriously affected a stable United Kingdom industry. The total imports of toilet and medicinal soaps were valued at £E.20,438, the United Kingdom's share being £E.14,891, both these figures representing a decline of about 50 per cent. The effect of the increase in import duties on carbolic soap in tablets and on toilet soap from 15 per cent. *ad valorem* to PE.400 per 100 kilos has very seriously affected this old established import trade. The strength of local competition in the soap trade may be gauged by the fact that during the past year the number of soap factories in Egypt has risen from 52 to 93.



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### VETERINARY COUNTER PRACTICE.

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### THE PHOTOGRAPHIC CHEMIST.

This is a concise guide to chemists commencing and carrying on a photographic department. Price 3s. 6d., by post 3s. 8d.

### DISEASES AND REMEDIES.

Now in its sixth edition (March, 1931). It has been carefully revised by an experienced medical practitioner and parts of the book have been rewritten. Price 5s., by post 5s. 3d.

### PRACTICAL METHODS OF URINE ANALYSIS.

The object of this book is to give chemists exactly the information they want on the subject. The book was written by a pharmacist who was an expert in this work, and has been revised by a medical practitioner and lecturer of long experience in clinical analysis. (Fourth Edition). Contains 97 pages. Price 4s. net, by post 4s. 3d.

### THE CHEMISTS' DICTIONARY OF MEDICAL TERMS.

A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on the treatment of the more important ailments. Price 3s. 6d., by post 3s. 8d.

### The "C. & D." PRICE LIST FORMULARY, "P.L.F."

All users of the C. & D. Retail Dispensing Price List require a copy of this Formulary. It brings together the formulas for unofficial preparations, the prices of which are quoted in the Price List. It is a choice collection of good formulas for articles in everyday request by the public. Price 2s. 6d. post free.

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Uniform with the "Chemists' Dictionary," contains 296 pages and consists of formulas for medical prescriptions used in twenty-one hospitals and infirmaries in Great Britain outside the London District. Price 3s. net, post 3s. 2d.

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## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- |   |   |
|---|---|
| S/21. Farrow's mosquito lotion                      | W/24. Marvellous wire rubber-set hair brushes |
| A/28. Jellipore for coughs                          | H/28. Schick razor (London agents)            |
| W/28. Lloyds' alkaloidal nicotine sulphate capsules | R/27. Shavezi                                 |
| C/28. Salus pine disinfectant                       |   |



# THE CHEMIST AND DRUGGIST

VOL. CXX.

MARCH 3, 1934

NO. 2821

## Crowded Out

DURING the first few days of the British Industries Fair at Olympia we made a thorough tour of the sections exhibiting the products of the various branches of the chemical industry and those of the allied industries, such as perfumery, cosmetics, druggists' sundries, etc., taking note of the number and importance of the exhibits in each of the groups. In one respect only was the impression we gained entirely satisfactory. Without exception, the exhibits were attractively staged; the style of presentation of the manufactures was modern yet dignified; well balanced and not over-crowded. Taken as a whole, they compared very favourably with the general high standard of any of the other industries represented at the Fair. The accommodation of the perfumery and essential oils section within reasonable distance of the chemical exhibits was appreciated. Last year the former was staged in one of the galleries.

## Not Representative

The main disappointment was the absence of so many of the more important manufacturers in every branch of the industry. It has to be admitted that the aggregate of the exhibits this year gave a very wrong impression of the importance and comprehensive character of the industry. Take, for instance, pharmaceutical chemicals: the few exhibits were exceedingly good and the firms concerned are to be congratulated on their efforts, but it was definitely a minority show and a totally inadequate representation of what is now a very important branch of the chemical industry. Whether it was druggists' sundries, industrial chemicals or perfumery and essential oils, the position was the same—far too many firms not represented and a consequent unsatisfactory impression. Let us assume a foreign buyer of fine chemicals attended the Fair, as no doubt a good number did. He certainly had the good fortune to view a few stands which were all that could be desired individually, but, collectively, they fell short of providing anything like a complete picture of that section of the chemical industry of this country. It is doubtful if 50 per cent. of the fine chemicals made here were on view.

## Exhibitors' Opinions

At the close of the first week of the Fair we made inquiry at a number of stands as to whether the exhibitors were satisfied with the arrangements. With but isolated exceptions, the replies were very similar. The attendance and number of trade inquiries were about up to those of former years. Regret was, however, expressed at the restricted space allotted and it was made clear that the area granted was fully taken up. When the Fair was

inaugurated, and for some years afterwards, the chemical industry was one of its leading features. Of recent years it has apparently been relegated to a very secondary position and may soon become a negligible item in the Fair's make-up. Why is it that again this year the number of exhibitors has declined and that some really important concerns have dropped out? It was suggested that in some instances the reason was that the space and position offered to some of the former exhibitors was inadequate and not in keeping with the standing of the firms in question. As it was, the chemical section seemed to be surrounded and nearly overwhelmed by rows of stands exhibiting fancy leather goods and the products of the infant industry of plastics. Pottery and glassware were given the whole of the Empire Hall, a space nearly three times as large as the chemical section.

## What We Think

We realise that the total space available at Olympia is limited but we feel the importance of the chemical industry in its widest aspect, and its allies, essential oils, perfumery, cosmetics, druggists' sundries, etc., has been underestimated by the Fair authorities. May we suggest that such products as cheap fancy goods, imitation jewellery, toys and sports goods, office appliances and similar wares were given far more prominence than these industries warrant. The chemical industry, with its numerous branches and many thousands of products, is one of the leading basic and exporting industries of the country; an industry on which practically every other manufacturing process is to some degree dependent. The Government has defined one group of chemicals as a "key industry," yet at the Fair we find it almost submerged by leather hand-bags. The difficulties of the authorities in meeting the demands of every industry must be considerable, but the prominence of the secondary industries, simply because they exhibited finished goods that look pretty and attractive, appears to have forced the primary and basic industries into the background. As to the future, we can only hope the authorities will endeavour to provide an opportunity which will enable the manufacturers to stage in one section a really comprehensive picture of our great chemical and allied industries, and we would suggest for this purpose the allocation of at least the whole of the floor-space of the National Hall at Olympia.

## The Watch Dogs of Pharmacy

THE event of the week in the world of pharmacy will be considered by many, especially the younger members, to have been the first meeting of the Pharmacy League (reported on p. 235). The chief points which struck us were the obvious enthusiasm of the potential members and the determined spirit of the Committee of ten to "put it over." The former may carry the League far, while the latter succeeded in no small measure. It remains to be seen, however, whether the comprehensive programme of action contained in the inaugural address can be successfully carried out, and, when the suggested reforms are complete, how much pharmacy will be the better off. Enthusiasm may be a dangerous ally and the League, to have the success it deserves, will be well counselled to "gang warily."

# Pharmaceutical Society of Great Britain

## Edinburgh Evening Meeting

THE fourth meeting of the present winter session in Edinburgh was held at 36 York Place on February 16, Mr. David Harley (chairman of the Executive) presiding.

THE CHAIRMAN said many would recall the introduction of the National Health Insurance Act, and the fears and forebodings as to what might happen when the pharmacist took over the work. The chemist still survived, and National Health Insurance work held a large place in the scale of things pharmaceutical. The accountancy of the Central Checking and Pricing Bureau provided a unique service which had been made wonderfully perfect. They welcomed Mr. A. B. Gilmour, who since the inception of the Bureau had been the controlling power. He had pleasure in asking Mr. Gilmour to address them on:—

### Pharmaceutical Sidelights from the National Health Insurance Central Checking Bureau

#### [ABSTRACT]

WITH the coming into force of the National Health Insurance Act in 1912 the State, through the Ministry of Health in England and the Department of Health in Scotland, became a party to the transaction, following the democratic principle that where there is financial responsibility there must also be a measure of financial control. This brought about an entirely new aspect with regard to prescribing and dispensing.

Correct dispensing can only follow correct interpretation, and correct interpretation almost entirely depends on careful writing. From notes on the prescription forms it has been ascertained that:—

For Atropin. sulph.	Urotropine	} was dispensed
For Lint alb.	Liniment, alb. B.P.C.	
For Lin. meth. sap.	Lin. meth. sal.	
For Lin. sinapis	Lin. saponis	
For Lugol's solution	Lysol	
For Pil. guy	Pil. ferri	
For Pil. guy	Pil. Gregory	}
For Pil. podoph.	Pil. podoph. co.	

There is also the daily difficulty of deciding whether:—

Atophan	or Alophen	} is intended
Calomel	or Calamine	
Calc. carb.	or Calc. lact.	
Ferri amm. cit.	or Ferri quin. cit.	
Mag. sulph.	or Ung. sulph.	
Ol. rosæ	or Ol. rusci	
Pot. brom.	or Pot. bicarb.	
Quin. sulph.	or Zinc. sulph.	
Sod. brom.	or Sod. bic.	
Syr. aurant.	or Syr. aromat.	
Ung. zinci ox.	or Ung. zinci ol.	

Under Section 10 of the National Health Insurance Act, 1924, the expression "medical treatment" includes the provision of "proper and sufficient medicines and prescribed appliances." In this connection it might perhaps be useful to give a few examples of what may be regarded as improper.

A prescription for 2 lb. of ice. This prescription was disallowed, although the chemist ingeniously but unsuccessfully contended that as distilled water was in the British Pharmacopoeia, and ice was frozen water, it was medicine.

A prescription for 2 lb. of oatmeal. . . . If oatmeal were allowed, then why not a loaf of bread for a bread poultice?

A prescription for 2 lb. of treacle. . . .

A prescription for 3 lb. of crude carbonate of sodium.

A practitioner wrote two prescriptions, each of which was for 4 oz. of rectified spirit of wine. The cost of each prescription was 7s. 7d. He also wrote two prescriptions for 6 oz. of rectified spirit of wine. The cost of each prescription was 11s. 2d. As the directions stated that a teaspoonful was to be taken at night, the forms were postponed for inquiry. The explanation by the doctor was that the patient required whisky and was too poor to pay for it.

A prescription for 56 lb. of Epsom salts, to be used as directed.

A prescription for 1 oz. of chlorodyne sweets and 1 oz. of glycerin and lemon gums. There is no recognised standard recipe for either of these, and they are more in the nature of confectionery than medicine. A dispensing fee of 7½d. had to be given for each, so that the 2 oz. of sweets cost the drug fund 1s. 10½d.

A prescription for 2 oz. of lactate of calcium and 4 oz. of marmalade to be mixed together.

A prescription for 8 oz. of syrup of orange to be used as directed.

In the early days of National Health Insurance I knew a doctor practising in a working-class district who issued a prescription for a 4-lb. jar of malt and oil whenever he called at a house where there were children. It might be useful to submit a few prescriptions which may be regarded as extravagant in quantity:—

A prescription for 10 doz. 2-gr. tablets of sodium phenobarbitone, with the directions, one at night.

A prescription for 500 tablets of calcium sodium lactate, with the directions, two tablets three times a day, after food.

A prescription for 2 oz. of solution of arsenic, with the directions, three drops in water, three times a day, after food.

A prescription for 6 oz. of tincture of iodine, with the directions, five drops thrice daily. Increase the dose by one drop after a week.

A prescription for 20 oz. of a mixture containing the liquid extracts of cascara and liquorice, tincture of belladonna and liquid paraffin, with the directions, a teaspoonful at night.

A prescription for 1 gallon of liquid paraffin, with the directions, a tablespoonful night and morning.

A prescription for 40 fl. oz. of a liniment containing equal parts of methyl salicylate and soap liniment, at a cost of 7s. 11d.

The following prescriptions illustrate types of extravagance in character:—

A prescription for 1 doz. each of aspirin tablets, phenacetin tablets and quinine sulphate tablets, with the directions, one of each kind as directed. 3 x 7½d. dispensing fees are allowed.

A prescription for 2 doz. 10-gr. aspirin powders, with the directions, two powders to be taken three times daily.

A prescription for 2 oz. of liquid extract of cascara and another prescription for 2 oz. of glycerin, with the directions, a teaspoonful of each as directed. There does not appear to be any reason why the cascara and glycerin should not be mixed.

A prescription for 1 oz. of peroxide of hydrogen, with the directions, the Ear Drops No. 1, and another prescription for 1 oz. of peroxide of hydrogen, with the directions, the Ear Drops No. 2.

A prescription for cantharidin plaster, 4 pieces 2 in. square and 10 pieces 1 in. square; 14 x 5d. dispensing fees had to be allowed.

A prescription for 4 oz. of rectified spirit of wine to be applied to the face. The tariff price is 7s. 2d., whereas the tariff price of industrial spirit is 2d.

A prescription for 1½ drachm of solution of strychnine with syrup of orange to 8 oz., with the directions, a dessertspoonful three times a day. In this case it cost 2s. 8d. to flavour and sweeten one pennyworth of solution of strychnine.

A prescription for a 24-oz. mixture containing sodium bicarbonate, solution of arsenic and strychnine, syrup of orange and water. The tariff price of the syrup of orange to flavour and sweeten the mixture is 4s. The tariff price of the other ingredients is 2½d.

A prescription for a mixture containing sodium salicylate, tincture of orange and cinnamon water. The tariff price of the two flavourings is 2s. 3d. to flavour salicylate of sodium, the tariff price of which is 4d.

A prescription for 2 oz. of capsicum ointment with chlorophyll q.s. (5j), so that 10d. was spent on the green colouring substance, which has no medicinal value, in order to disguise the red colour of the capsicum ointment.

#### PLACEBOS

There is the question as to whether, and if so, to what extent, placebos should be a charge against the drug fund. Here are some examples:—



A prescription for 2 oz. of peppermint water, with the directions, a teaspoonful as required.

A prescription for 4 doz. pills of bread crumbs, with the directions, one three times a day after food.

A prescription for  $\frac{1}{2}$  oz. of distilled water, with the directions, "The Eye Drops. Two drops three times a day, with great care." In view of the words, "With great care," it occurred to me that either the active medicinal ingredient had inadvertently been omitted from the prescription or it was merely a placebo, and if so, whether it was a proper charge against the drug fund. Inquiry was made, and it was found that the patient complained of eye trouble, which, in the doctor's opinion, did not exist. The proof of this was that after using the drops once the eye trouble disappeared.

#### LACK OF SPECIFICATION

The lack of specification raises many difficulties and causes much unnecessary work, as over 5,000 forms per annum are returned for confirmation or amendment. For example:—

"Cotton wool or lint. A small packet." This is quite ambiguous. The weight should always be stated by the prescriber, as different weights have been supplied.

"Gauze. A roll or a packet." For a roll of gauze chemists have noted lengths varying from 1 yard to 10 yards.

"Gauze. 2 oz." When postponed for the length, replies indicated that 1 ft., 3 yds., 4 yds.,  $4\frac{1}{2}$  yds. and 6 yds. were supplied.

(a) "Gutta percha tissue, 12 inches." This order raised the question whether the practitioner intended 12 in. square or 12 sq. in., or 12 in. by the width, which might be either 18 in. or 36 in. (b) A case arose in which two forms were issued by the same practitioner and supplied by the same chemist. Each order was for 2 yards square of gutta percha tissue. The forms were postponed for confirmation and were returned with "2 yards square" written thereon.

An order for waterproof tissue raises the question whether gutta percha tissue or oiled silk was supplied, and if the latter, whether yellow or green oiled silk was supplied.

The routine procedure at the Bureau is to postpone every prescription for a pint or quart in order to ascertain whether an imperial or a reputed pint or quart was intended and dispensed. Some chemists resent this procedure as a reflection on their intelligence, but it is almost incredible how frequently a reputed pint or quart is dispensed instead of the imperial measure.

When morphine hypodermic tablets are required, the practitioner often prescribes "a tube." This lack of specification is a contravention of the Dangerous Drugs Act, and also raises a difficulty both with regard to the price and the dispensing fee.

There appears to be considerable confusion with regard to the preparations (a) chlorodyne, (b) tinct. chlorof. et morph. and (c) tinct. chlorof. et morph. co. (a) Chlorodyne in Scotland is interpreted as chlorodynum of the British Pharmaceutical Codex. (b) Tinct. chlorof. et morph. is the designation of the 1885 British Pharmacopœia preparation. (c) Tinct. chlorof. et morph. co. is the designation of the 1914 British Pharmacopœia preparation.

In the case of insulin there is considerable confusion, which could easily be avoided if the practitioner would refrain from writing the number of c.c. and would remember that the 20 unit per c.c. strength is put up in multiples of 100 units and the 40 unit per c.c. strength in multiples of 200 units.

#### APPLIANCES NOT ON SCHEDULE

While there is no restriction in the choice of drugs, there is in the case of appliances a definite restriction to those appliances which are included in the Second Schedule to the Medical Benefit Regulations. It cannot be too clearly stated that under no circumstances can this be departed from, because there is no legal authority for such expenditure. The following appliances have been disallowed:—

Atomisers, glass throat sprays, nasal douches and test tubcs.  
Camelhair brushes.  
Hypodermic syringes and needles, unless ordered for the self-administration of insulin.  
Suspensory bandages.  
Trusses.  
Splints.  
Capsicum wool, thermal wool or Thermogene.  
Gangee. Gauze and cotton-wool tissue is, however, included in the Schedule.  
Adrenalin gauze.

#### STATISTICS

A scrutiny of nearly 40,000 prescriptions revealed the

fact that the following thirty drugs were most frequently prescribed:—

Drugs	Times or- dered	Drugs	Times or- dered
Sod. bicarb. ...	3,406	Liq. strychnina ...	1,068
Tinct. nucis vom. ...	3,354	Syrup. tolu. ...	1,059
Ammon. carb. ...	2,727	Bismuth. carb. ...	966
Vin. ipecac. ...	2,679	Aqua menth. pip. ...	937
Spt. chloroformi ...	2,410	Liq. ammon. acet. ...	890
Glycerin. ...	1,967	Liq. morph. hyd. ...	774
Infus. gent. co. ...	1,957	Spt. æther. nit. ...	716
Aqua chloroformi ...	1,883	Syrup. aurant. ...	658
Sod. salicyl. ...	1,842	Quin. sulph. ...	646
Tinct. camph. co. ...	1,835	Tinct. digitalis ...	619
Pot. iodid. ...	1,498	Acetanilidum ...	614
Infus. senegæ ...	1,416	Syrup. hypoph. co. ...	586
Spt. amon. aromat. ...	1,234	Infus. calumbæ ...	585
Magnes. sulph. ...	1,209	Acid. acetylsal. ...	540
Liq. arsenicalis ...	1,085	Syrup. scillæ ...	538

It was also ascertained that the percentage number of times the quantity falls within the ounce, drachm and grain scales is as follows:—Ounce scale, 73.67; drachm scale, 20.79; grain scale, 5.54.

I will conclude by quoting two outstanding cases to illustrate the principle that expense by itself is no bar to the supply of proper and sufficient medicine. Case 1 refers to an insured person who, in a period of 8½ years, has received 7½ cwt. of an ointment at a cost of £112 16s. 1d. Case 2 refers to an insured person who, in the period of 3½ years, received insulin to the value of £112 3s. 7d.; liver extract to the value of £120 14s. 9d.; mixtures, tablets, pills, etc., to the value of £2 19s. 7½d.—£235 17s. 11½d. This patient received 134,700 units of insulin and 936 tubes of liver extract.

[This paper may be read with reference to one by the same author published in abstract in the *C. & D.*, 1930, I, 250.]

#### Discussion

THE CHAIRMAN said Mr. Gilmour had given them some staggering figures, some remarkable facts, some very good stories, and a mass of most useful information. They would look upon the N.H.I. scripts in future with greater interest and a feeling of confidence that when they sent in their prescriptions they would be fairly treated.

MR. RUTHERFORD HILL said the Central Checking Bureau was suggested by the Pharmaceutical Society, and it was only after considerable difficulty that they persuaded the Scottish Insurance Commissioners to adopt the proposal. The consummate skill with which Mr. Gilmour had carried out the work had made the scheme one of the most successful bits of National Health Insurance organisation. For many years the North British Branch had been endeavouring to secure that the principle of the National Health Insurance Acts should be accepted as the basis of all schemes for public health services. That resulted in the setting up by the Executive of the North British Branch of the Pharmaceutical Standing Committee (Scotland), which had been officially recognised under the National Health Insurance Acts and by Government departments and local authorities in Scotland. It was very desirable that this machinery which had been slowly built up should be utilised in the common endeavour to attain the central policy of the Pharmaceutical Society, namely, the reservation of the practice of pharmacy to qualified pharmacists.

MR. T. J. ADDLY, chairman of the Drug Accounts Committee, in moving a vote of thanks, said he had been associated with Mr. Gilmour for a number of years, and had observed with growing admiration the manner in which he had developed the Central Checking Bureau. Its operations had been extended from National Health Insurance work to public pharmaceutical service, including also Northern Ireland, and these extensions had been fitted into the machine in an admirable manner. He could testify that every effort was made to give the chemist all that he was entitled to. At the same time it was a duty to have some control upon waste.

MR. A. CURRIE, in seconding, said he would testify that the Central Checking Bureau could be absolutely relied upon.

MR. GILMOUR briefly replied.



# Festivities

## Informal Dinner at Sheffield

THE first of a series of informal dinners was held by the Sheffield Branch of the Pharmaceutical Society at Stevenson's Restaurant on February 14, Mr. A. H. Culverhouse (vice-president) in the chair. The idea is to put any business matter before fellow chemists. After dinner the chairman asked Mr. Antcliffe to give a few particulars on the new Act, after which Mr. C. W. Hobson dealt with N.P.U. business. Several questions were answered. It was decided, after a vote of thanks had been accorded to Mr. Culverhouse, to hold the next dinner on March 14.

## Salford Annual Dinner

THE Salford Pharmaceutical Association introduced an innovation by holding their annual dinner in Manchester for the first time. For over twenty years the annual dinner has always been held in Salford, and only male members and friends have attended; this year the ladies must have had something to say, as on February 14 a dinner and dance took place at the State Restaurant, Piccadilly, Manchester. Mr. J. E. Edwards (president) and his wife received the guests, numbering nearly a hundred (a record number). Mr. S. Hummel acted as toastmaster. There were no speeches, for which many were truly thankful. After dinner the room was cleared and dancing thoroughly enjoyed until midnight, everyone voting the evening a pronounced success.

## Aberdeen Whist Drive

THE Aberdeen Pharmaceutical Association held their annual whist drive and dance in the Douglas Hotel, Aberdeen, on February 21. Members, with their wives and friends, to the number of ninety, spent a pleasant evening under the chairmanship of the president (Mr. M. K. Watt). At supper Mr. Watt welcomed the guests and introduced Mrs. A. L. Bruce, who later presented the prizes won at whist. Mr. George Glennie gave some excellent monologues which were greatly appreciated. Votes of thanks were given to the convener (Mr. W. T. Elder) and to the members of the entertainment committee for the excellent arrangements they had made. The donors of the prizes were also cordially thanked. The prize-winners were:—*Ladies*, Miss C. Menzies, Mrs. G. Mackay and Mrs. F. Milne. *Gentlemen*, Mr. Ian Howie, Mr. A. L. Stott and Mr. J. Milne. Mrs. A. P. Wallace and Mr. George Walker were awarded consolation prizes.

## Ball at Bath

BATH pharmacists held a ball at Fortt's Restaurant on February 15, when a hundred people spent an enjoyable time. Among those present were the president of the Bath Branch of the Pharmaceutical Society (Mr. T. Swain) and Mrs. Swain, Mr. W. J. Hallett (vice-president), and Mrs. Hallett, Mr. and Mrs. W. H. Hallett, Mr. T. J. Cornish, Mr. and Mrs. G. H. Cowles and Miss Cowles (Warminster), Mr. and Mrs. Sedgeman (Westbury), Mr. E. A. Chard (Westbury), Mr. L. Williams, jun., Mr. and Mrs. G. H. Moore, Mr. E. T. Kingston, Mr. and Mrs. D. J. Williams, Mr. and Mrs. Holden, Mr. Harding, Mr. Weeks, Miss B. Grey, Miss Tylee, Mr. J. Aspell, Miss Aspell, Mr. R. H. Moore, Mr. R. Bawn (Devizes), and Miss Olds. The winners of the elimination dance were Miss Lock and Mr. C. Mitchell, and of the spot dance Miss Brown and Mr. Giles. During the interval for supper there was a performance by the Lita-Jane Cabaret. The duties of M.C. were ably discharged by Mr. S. F. Adams, and the general arrangements for the function were made by the joint secretaries (Messrs. T. J. Cornish and W. H. Hallett).

## Birkenhead Annual Dance

THE Birkenhead Town Hall presented an animated scene on February 15, when the Birkenhead and Wirral Pharmacists' Association held their annual dance. Festoons of balloons, an excellent band and a running buffet

were features of a well-varied programme of dances. The principal guests of the evening included the Mayor and Mayoress (Councillor James Coulthard and Mrs. R. L. Jones), Mr. and Mrs. N. W. Rutter (Evans Sons Lescher & Webb, Ltd.), Mr. and Mrs. W. G. Mann (Ayrton, Saunders & Co., Ltd.), Mr. J. H. Aspinall (John Thompson, Ltd.), Mr. George Dick and Mr. Marsh. The gathering numbered 210, and among members of the Association present were Mr. J. Waterworth (president of the Association) and Mrs. Waterworth, Mr. Frank Snow (vice-president) and Mrs. Snow, Mr. A. Williamson (vice-president) and Mrs. Williamson, Mr. T. Stephen-Jones, Mr. P. Greenwood, Mr. and Mrs. C. H. Wright, Mr. and Mrs. F. Potts, Mr. J. Edwards, Mr. and Mrs. P. Grant and Mr. and Mrs. G. Hale. The duties of M.C. were ably carried out by Mr. Pyke, and music was provided by D'Allanson's band. During the evening a draw took place for a large box of chocolates, the winner being Mr. Torry.

## Halifax Annual Dinner

THE annual dinner of the Halifax and District Branch of the Pharmaceutical Society was held on February 22. Mr. F. H. Swire (president), who was in the chair, was supported by Mr. E. Savile Peck (vice-president of the Pharmaceutical Society), Mr. N. N. Armitage (president of the P.A.T.A.), Mr. J. H. Gough (Leeds), Mr. N. Best (Bradford), Dr. Roe (Halifax), and representatives of the Halifax Insurance Committee. After the loyal toast, Mr. W. R. Roberts (secretary of the Halifax Branch) proposed the toast of "The Pharmaceutical Society," and in doing so commented on the 1933 Pharmacy and Poisons Act. Mr. Peck, in reply, said that pharmacy, during the last three or four years, had been passing through a time of crisis. There were many things they did not like in the new Act, and they had not succeeded in getting them removed. He was particularly disappointed that Parliament would not allow one clause to go in which would have given the chemist the right of dispensing medicines. That was a point they must work hard for. They must look upon the Act merely as the foundation upon which to build a stronger and surer pharmacy. The Society was a democratic body and appointed its own members of the Council. He hoped the time was not far distant when they would have an accession of younger men on the Council. They would welcome men like Mr. Roberts. The Society was out to make pharmacy a real science by itself. They had been far too long looked upon as the mere handmaid or errand-boy of the medical profession, and they were out to make pharmacy a profession collateral with medicine. They were fast becoming a real help to the health services of the nation. He hoped by the time the Society reached its centenary it would find itself in a strong position and housed in a building worthy of its long and honoured career. Councillor Chambers proposed "The Proprietary Articles Trade Association," and referred to efforts made in Halifax many years ago for collective buying. The scheme was not introduced to inflate prices or to fleece the public, but merely to protect a fair profit for the distribution of certain commodities, and that had been the principle of the P.A.T.A. It behoved them to play the game towards the Association. Mr. Armitage, responding, remarked that in spite of the cutting there was to-day, they still had the multiple shops, departmental stores and chemists keeping loyal to the rules of the Association, even in this time of trade depression. That was a great achievement. Let them prove to the world that they meant what they said, and that their enthusiasm for price maintenance was a very real thing. Halifax had been most loyal in the past. Mr. P. W. Swire proposed the health of "The Visitors," to which Mr. J. H. Gough replied. Dr. Roe submitted "The President," and Mr. Swire, having acknowledged the toast, which was accorded musical honours, proposed thanks to the artists and to all who had contributed to the evening's comfort and pleasure, specially mentioning the work of Mr. Roberts, the energetic secretary. The



programme included a humorous sketch written by Mr. Hebden, descriptive of the worries of a chemist.

### Staff Functions

ON February 19, a happy party of 200 of the staff of Goodall, Backhouse & Co., manufacturing chemists, Leeds, attended the popular Leeds pantomime "Cinderella" at the Theatre Royal. A small gift was provided for every lady entering the theatre. The chief comedian introduced many very appropriate allusions into his patter.

THE annual dinner and dance of the staff of C. J. Hewlett & Son, Ltd., manufacturing chemists, was held on February 24 in the Abercorn Rooms, Bishopsgate, London, E.C.2. Mr. E. J. Millard, F.C.S. (managing director), occupied the chair, and an excellent dinner was served. Mr. J. W. McRae proposed the toast of "The Firm" in an interesting speech. Mr. Millard, replying, stated that there was no doubt the export trade was improving and, once the adverse exchanges were removed, would soon become normal. Mr. Vivian C. Hewlett, F.C.S., also replied in a humorous speech and

proposed the toast of the committee responsible for the evening's entertainment, to which the honorary secretary, Mr. A. J. Upton, responded. A concert followed in which Messrs. Davis and Veno, Mr. Fred Willett and Harry Kerr's Dance Orchestra contributed to the enjoyment of the evening. Dancing continued until 11.30 p.m.

SOLPORT BROTHERS, LTD., held their annual staff dance at the Victoria Hall, Bloomsbury Square, London, W.C.1, on February 23. The occasion was especially interesting as a presentation was made to Mr. A. Nixon (chairman and managing director), who celebrates his jubilee with the company this year. In proposing the health of the chairman, his brother, Mr. C. Nixon, on behalf of the directors, staff and representatives, wished him many more years of health, happiness and prosperity. The chairman replied in a delightful speech in which he expressed his keen appreciation of the loyalty of every member of the staff. The health of "The Visitors" was proposed by Mr. M. D. Nixon, and Sir Thomas Robinson was kind enough to respond in a charming speech. The evening came to an end with the singing of "Auld Lang Syne" and a further demonstration of appreciation of the chairman.

## Association Meetings

**Cheltenham.**—The annual meeting of the local branch of the Photographic Dealers' Association was held on February 16, when Mr. C. T. Thonger, Birmingham, gave an account of the recent activities of the national Council and reported a continued increase in membership. A large amount of work has been devoted to tracing irregular dealing during the past year resulting in a number of deletions from the Approved List. The attempt to stabilise the prices of developing and printing was also explained. The following officers were appointed:—*Chairman*, Mr. C. K. Gregory, chemist and druggist; *Secretary*, Mr. E. R. Eastham; *Treasurer*, Mr. C. James, chemist and druggist.

**Edinburgh.**—The fifth meeting of the fifty-sixth session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held on February 23. Mr. W. A. Beattie (president) in the chair. Mr. T. Arthur read a paper on *The Periodic Classification of Elements*, beginning with Dobereiner's discovery in 1816 and that of Newlands in 1863 in which he arranged the elements in octaves. Newlands's work was treated with scant respect, but with the publication of Mendeléeff's periodic classification ten years later the value of Newlands's discovery was appreciated by the Royal Society. The method was further developed by Lotharmeyer. Recent advances and the discovery of new elements had led to modifications. These were fully described and illustrated by means of diagrams. Mr. J. Rutherford Hill, Ph.C., gave an account of what was called *A New Epoch in British Pharmacy*, beginning with the emergence of the Pharmaceutical Society in 1841 and the establishment of pharmacy as a distinct and separate section of the healing art. He traced the development, leading up to the establishment of the British Pharmacopoeia Commission in 1932 and the passing of the Pharmacy and Poisons Act, 1933. The latter, he said, consolidated the ranks of pharmacy and gave a new, more completely recognised platform for corporate action in the promotion and attainment of the original ideals of the Society. The new epoch was a challenge to all pharmacists to make full use of the new position in the combined endeavour, through the machinery of the Society, to secure what had not been included in the new Act, the definition, recognition and protection of the business or calling of pharmacy, and the reservation of the practice of pharmacy to qualified pharmacists.

**London (N.).**—The February meeting of the North London Pharmaceutical Association was devoted to a discussion on whether P.A.T.A. price protection was worth while. The president (Mr. W. S. Swanston) was

in the chair and Mr. H. E. Chapman (general secretary of the P.A.T.A.) introduced the subject. There was a large and interested audience. Mr. Chapman left the usual channels of explanation alone, and dealt with the various and intricate methods of the cutter and the ingenuity he displayed, requiring from those who would protect agreed prices an equal ingenuity. It turned out to be a most interesting address and gave rise to a number of questions. Among those joining in the discussion were Messrs. Davidson, Swanston, Collings, Hearle, Broad, Anderson and Cameron.

**London (W.).**—A meeting of the Western Pharmacists' Association and West London Branch of the Pharmaceutical Society, preceded by an informal supper, was held at Stewart's Restaurant, Old Bond Street, W.1, on February 22, the president (Mr. Gwilym Thomas) in the chair. During the supper a toast of congratulation to Mr. C. A. Noble, a past-president of the Association, on his co-option to the Council of the Pharmaceutical Society was submitted from the chair. Mr. Noble, in a felicitous acknowledgment, mentioned that he had put in thirty-seven years in retail business. The event of the evening was an address by Mr. E. S. Evans, M.B., F.R.C.S., entitled *Bones and Pharmacology*. Dr. Evans dealt in a very attractive (and sometimes humorous) way with modern medical research from the point of view of bone structure and tissue. He pointed out that an adequate supply of calcium and phosphorus ensured sufficient hardness, whereas a deficiency meant fragility. Abnormalities in size of bones depended on certain endocrine glands, especially the thyroid and the pituitary. A deficient thyroid secretion brought about cretinism. Excess of anterior pituitary hormone induced gigantism or acromegaly. Examination with x-rays was a means of testing bone structure. The parathyroid hormone controlled the balance between calcium and phosphorus; removal of the parathyroid glands produced tetany. Excess of parathormone meant deformities; the blood calcium was raised, the blood phosphorus diminished, and the bones became fragile. Tumour of the parathyroid could be deduced from the evidence of the blood chemistry. Generalised osteitis fibrosa was now treated by operation on the parathyroid glands. The calcium in the body gave stability to bones, maintained the heart's rhythm and controlled irritability of nerves. The presence of rickets indicated that the body was unable to use its calcium and phosphorus. A deficiency of vitamin D resulted in insufficient absorption from the small intestine. Active rickets might take the form of gastrointestinal disturbances, and the rôle of vitamin D was



to correct these manifestations. There were grave dangers in overdosage with ultra-violet light; some of the increase in the calcium circulating was laid down in other parts of the body—for instance, as calcareous deposits in the kidneys. Another effect was "arc eyes" (calcification in the lens). Hence the pigmentation of the skin during a holiday should be kept within bounds, lest permanent damage of some kind be induced. There was a natural balance between vitamins A and D in the body, A being largely concerned with resistance to infection. Local decalcification was seen in tuberculous disease of the bones. For infections of the bones the routine consisted of opening and drainage, with the administration of vaccines or serums in the hope of building up the patient's resistance. Bone marrow was associated with the production of red blood cells. In pernicious anaemia there was often gastric disturbance with a deficiency in enzyme as well as in red blood cells. Further studies in nutrition and in disease were needed. A vote of thanks for this enjoyable lecture was proposed by Mr. A. R. Melhuish and seconded by the secretary of the Association (Mr. D. T. Jones). Dr. Evans briefly replied. It was announced that the next dance of the Association will be held at the Criterion Restaurant, W.1, on March 22.

**Portsmouth.**—A meeting of the local branch of the Photographic Dealers' Association was held on February 14, Councillor W. J. Lewis, chemist and druggist, presiding. The meeting was called to consider the general position of the photographic business for the coming season. Mr. D. Foster, vice-president of the P.D.A., gave a general summary of the position. Resolutions were adopted urging the necessity of coding films (the popular  $3\frac{1}{2}$  in. by  $2\frac{1}{4}$  in. size), urging members to adopt the P.D.A. scale of charges, and to support only those finishers who were prepared to do finishing for approved dealers only. It was decided to take a postal, and if necessary personal, canvass to ascertain how many approved dealers would be prepared to adhere to the scale of charges for the coming season. A strong resolution against sub-agencies was passed, it being felt there was an abundance of approved dealers in the area. Mr. W. J. B. Deeks, chemist and druggist, Shanklin, areal representative on the National Council, also addressed the meeting and urged "Sell more cameras."

**Public Pharmacists.**—A meeting of the Guild of Public Pharmacists was held at 17 Bloomsbury Square, London, W.C.1, on February 21, the president (Mr. H. Davis) in the chair. A lecture entitled *Modern Methods in the Prevention of Diphtheria* was given by Dr. L. J. M. Laurent (senior assistant medical officer, Western Hospital, Fulham). Dr. Laurent gave an interesting survey of the progress that had taken place in the prevention of diphtheria, dealing with antigens and toxin-antitoxins, which had become obsolete in favour of the toxoid. The Schick test was described, and Dr. Laurent pointed out that experience was needed in reading the test. Active immunity could be obtained by very small doses of toxoid. Dr. Laurent said there was still a good deal of indifference on the part of medical men and the general public, due to ignorance in thinking that toxoids were harmful in some cases. The lecturer said he would like to see toxoids sold over the counter by chemists, in the same way that one could obtain insulin and pituitrin. This was the custom in other countries, and widespread publicity would be of benefit in preventing diphtheria.

**Reigate.**—A meeting of the Reigate, Redhill and District Pharmacists' Association was held on February 19 to hear an address by Mr. E. Saville Peck (vice-president of the Pharmaceutical Society). Mr. G. S. Powell (president of the Association) was in the chair. In opening his address, Mr. Peck said pharmacy was going through a crisis but he had no fears as to the ultimate outcome. Looking back, he found that the Society had always emerged fairly successfully from difficulties, and provided they all pulled together he saw no reason why history should not repeat itself. One great outcome of the Pharmacy and Poisons Act had been the large increase in the membership of the Society. With such a large representation the Society should attempt big things, and in this

respect the Council would welcome younger men in the front ranks. The Act, as a whole, was a useful one. He welcomed the addition of the three new members of the Council. Touching on apprenticeship, Mr. Peck said they must be certain that they got the right type, as every entrant was either an asset or otherwise to the profession. He was of opinion that some form of restriction was essential to the welfare of the craft, and quoted figures in support of this. In conclusion Mr. Peck made an appeal for all members to work with the Society, so that they might all be proud of it and proud of their qualification. In the discussion which followed Mr. Hocken said he felt very strongly on the question of territorial representation on the Council, and thought it was the only way to obtain the right men in the front ranks. If this policy of election was adopted each member would be responsible for touring the area allotted to him. In addition he thought each prospective candidate should receive the backing of his local association. Mr. Peck said it was a point that might be discussed at a delegates' meeting. Mr. Sadler raised the question of the vacation courses, and said he thought July was an unfortunate month for them to be held. Mr. Peck said he welcomed this question, as the Society were anxious to have the opinion of the branches as to the desirability of continuing these courses.

**West Middlesex.**—A meeting of the West Middlesex Chemists' Association and Branch of the Pharmaceutical Society was held on February 20, Mr. Thomas Marns, the president, was in the chair, and an address was given by Mr. Herbert Flower on *The Present Position of Infra-red Photography*. Mr. Flower showed slides of the spectrum and of objects taken by the aid of heated irons only, no other source of light being used, as heated objects emit infra-red rays. He then showed a series of comparative photographs, taken on ordinary plates and on infra-red plates. Mr. Flower then went on to explain some of the clinical uses of infra-red photography. At first, he said, it was thought to be of little value, but several reports from specialists and hospitals showed it to be of great value in diagnosis of certain skin troubles. In varicose veins, for instance, owing to the great penetrative power of infra-red rays, varicose conditions of the smaller deep-seated veins were observed when these would be invisible to the eye. In cases of scaly condition of the skin, infra-red rays are able to penetrate this scaly condition, and show what is underneath. Also when used in treatment of lupus, it shows the areas that are yielding to treatment, and enables the physician to concentrate on the non-healing areas. Mr. Flower then showed some wonderful pictures of long-distance photography and other photographs taken in the dark, the illumination being infra-red light, which is practically dark to the eye. The lecturer then went on to show slides of the application of infra-red photography in science, such as astronomical photography, spectroscopy, photomicrography. Mr. Flower also showed its value for reading old and faded writing, and over-written or altered documents, when the inks used were of different chemical composition.

**Women Pharmacists.**—The National Association of Women Pharmacists met on February 14, at 17 Bloomsbury Square, London, W.C.1. Dr. Katherine Coward, head of the nutrition department of the Pharmacological Laboratories, gave a lantern lecture entitled *Recent Research on the Vitamins*. The president of the Association (Miss Hodgkinson) was in the chair. Dr. Coward did not confine her lecture to work done in the Pharmacological Department, much of which is routine testing. She spoke of the rapid advance of vitamin research, and stressed the need for investigation into methods for estimating potency. She also showed how interdependent this work was. Knowledge of the action of Vitamin A helped to clarify that of Vitamin D. Among the workers on vitamins mentioned in the lecture were Professor Drummond (with whom Dr. Coward had worked), Sir F. Gowland Hopkins, Professor and Mrs. Mellanby, Dr. Steenbok and Professor Peters. Miss Blundell proposed a hearty vote of thanks to Dr. Coward, and Miss Jacob seconded it, at the same time thanking Dr. Coward for all she had done for pharmacy.



# Insurance Act Dispensing

Record of matters concerning Chemists' interests in the  
National Health Insurance Acts

## Local Reports

**Cardiff.**—At a recent meeting of the Glamorgan County Insurance Committee the Pharmaceutical Service Subcommittee reported that they had considered a complaint by an insured person against a panel chemist of failure to supply with reasonable promptness a drug ordered by a practitioner; it was recommended that the chemist be fined £1. A fine was also recommended in the case of another chemist who had dispensed three prescriptions otherwise than in accordance with the order of the doctor.

**Isle of Wight.**—At a meeting of the Isle of Wight County Insurance Committee, held recently, it was stated that the dispensing by chemists during the past year had been satisfactory; out of seventeen samples taken for analysis only two required investigation. In one case a warning letter was sent, and in the other no action was taken.

**Portsmouth.**—At the January meeting of the Portsmouth Insurance Committee it was reported that it had not been found necessary to refer any result of tests taken during the fourth quarter of 1933 to the Pharmaceutical Service Subcommittee. The net result of tests taken during 1933 has been highly satisfactory, only one really bad case having been dealt with, and penalty recommended by the Subcommittee. The Pharmaceutical Committee's divisional statement showed an expenditure of £75 14s. 7d., about the same as the previous year. The Insurance Committee estimate that the administration expenses for 1934 will be £2,469. Chemists' accounts for 1933 exceed those for 1932 by over £900.

**Sheffield.**—At a recent meeting of the Sheffield Insurance Committee two reports on test prescriptions were adopted by the Joint Services Subcommittee. The first showed on the analyst's report a deficiency of 13.1 per cent. of bismuth carbonate and an excess of 9.7 per cent. of light magnesium carbonate; the chemist's analyst showed corresponding figures of 8 per cent. and 5.2 per cent. respectively. The second case showed an excess of 9.7 per cent of bismuth carbonate and 7.8 per cent. of sodium bicarbonate, and a deficiency of 4.2 per cent. of light magnesium carbonate.

**Walsall.**—A survey of Health Insurance work in Walsall since the inception of that service twenty-one years ago was given at a recent meeting of the Walsall Insurance Committee. The chairman said that whereas on January 13, 1913, when the Act came into operation, there were in Walsall 25,000 insured persons, and thirty-two doctors on the medical list, to-day there were 43,511 insured persons, fifty doctors and twelve chemists. Testifying to the good feeling that had obtained for many years between the Committee, medical practitioners and chemists, he remarked that the aim of all had been to watch over the interests of insured persons.

**Warwickshire.**—The Warwickshire Pharmaceutical Committee met recently. A letter was submitted drawing the attention of doctors and chemists to the difference in strength of the new B.P. thyroid extract. The secretary reported that all panel chemists in the area had been informed of the new procedure in the case of insulin, serums, and vaccines. It was decided to suggest to the authorities concerned that in any future edition of the National Formulary a period of at least three months should be allowed to elapse after publication before its adoption into general use. The Pharmaceutical Service Subcommittee reported that they had considered two cases referred to them. In both cases there was a considerable deficiency of picric acid in lotio ac. picric, and in the second case a discrepancy in nist. potassii iodidi. It was decided to recommend a caution only in the first case, but in the second case it was thought a penalty should be imposed.

# National Pharmaceutical Union

## Branch Meetings

**Derby.**—At a well-attended meeting of the Derby Branch the following resolution was unanimously passed:—"That the N.P.U. dispensing scale of charges for private prescriptions issued with the National Retail Price List should be adopted as the minimum charge by Derby chemists." At the same time the members agreed to use the code word "Bishopgate" and to price every prescription in code with the price charged.

**Manchester.**—The annual meeting of the Manchester and District Branch was held on February 23, Mr. W. Edwards in the chair. The secretary (Mr. T. Miller) reported on the work of the Executive during the past year. Mr. G. H. Haines (treasurer), in his report, showed a balance in hand of £12 1s. 5d. The election of the Executive resulted as follows:—

*Manchester.*—J. Cleworth, D. Dickson, G. H. Haines, T. Miller, E. Stabler, H. Steinman, A. E. Thorpe, J. W. Wood.

*Salford.*—O. L. Fewster, D. Lewis, E. H. Simmons, H. Stout.

*County.*—W. Edwards, I. Peace, W. I. Scholes, G. V. Tyler.

Sympathetic reference was made to the loss sustained by the death of Mr. J. Gough, who was a member for Salford. Cordial votes of thanks were accorded to the chairman, the officers, treasurer, secretary and auditor. The Manchester Pharmaceutical Committee were thanked for help during the year. Mr. W. I. Scholes gave an account of the pharmaceutical publicity scheme which, he said, would give them good value for their outlay, if they would all pull together. Mr. E. H. Simmons gave some facts and figures regarding the activities and progress of the P.A.T.A. They were undoubtedly in a stronger position, he said, to meet cutting than they ever had been. A vote of thanks to Messrs. Scholes and Simmons was proposed by Mr. Haines.

# Westminster Wisdom

## Notes on Parliamentary Matters

### METHYLATED SPIRIT DRINKING IN SCOTLAND

In reply to a question put by Miss Horsbrugh on February 27 regarding the number of convictions for drunkenness in Scotland which were attributed to the drinking of methylated spirit and surgical spirit, Mr. Skelton stated that it is not possible to state the total number of persons who were convicted of offences involving drunkenness due to the drinking of methylated spirit (including surgical spirit). Returns obtained in respect of six burghs (Glasgow, Edinburgh, Dundee, Perth, Inverness and Stirling) show that in these burghs the numbers of convictions for such offences were as follow:—

Year ended April 30.				Year ended April 30.			
1924	...	...	1,497	1929	...	...	1,017
1925	...	...	985	1930	...	...	963
1926	...	...	1,088	1931	...	...	1,031
1927	...	...	969	1932	...	...	1,106
1928	...	...	969	1933	...	...	1,002

These figures include a considerable proportion of repeated convictions in respect of the same persons.

"SHOP WINDOW BACKGROUNDS" is the title of a useful book published by Blandford Press, Ltd. (second edition, pp. 96, 10 in. by 7½ in. 6s.). There are over 100 suggested backgrounds, many of which are printed in colours.

A MEDICAL JOKE.—"Anæsthetists can take heart. A famous toxicologist is stated to have changed his views, for it is freely rumoured that, when asked to give a blessing the other night at a dinner over which he presided, he startled the company by saying 'Benedictus barbiturat.'—A correspondent of "The Lancet."

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," "The Chemist and Druggist," 28 Essex Street, London, W.C.2."

### Report on the January Analytical Exercise

THE powder distributed to students on January 9 contained eight parts by weight of anhydrous calcium sulphate, one part of potassium chloride, and one part of diammonium hydrogen arsenate. The calculated composition of such a mixture is:—

Ca	...	...	...	...	23.5
K	...	...	...	...	3.2
NH <sub>4</sub>	...	...	...	...	2.0
SO <sub>4</sub>	...	...	...	...	56.5
Cl	...	...	...	...	6.8
AsO <sub>4</sub>	...	...	...	...	7.9
H	...	...	...	...	0.1

100.0

Samples of the powder were distributed to twenty-nine students and eighteen reports were returned for examination. Calcium and the radicals of sulphuric and hydrochloric acids were reported in every case, but potassium was missed by four students, ammonium by nine, and the radical of arsenic acid also by nine. The evolution of water when the powder was heated in a dry tube (due partly to the decomposition of the arsenate and partly to hygroscopic moisture) was overlooked in seven instances. All the constituents of the powder were not detected by any single competitor.

A matter in connection with this analysis that merits special notice is the treatment required in dealing with the presence of the arsenate, which constituent was liable to be overlooked if the necessary precautions were omitted. When hydrogen sulphide was passed into the original solution in hydrochloric acid, the formation of the yellow precipitate of arsenious sulphide plus sulphur did not take place immediately, but was extremely slow and gradual even when the solution was maintained, as it ought to be, near the boiling point during the passing of the gas. Again, when silver nitrate was employed in testing for acidic radicals, the precipitation of chocolate-brown silver arsenate did not occur unless the reagent was added to a solution that was neutral or at most only slightly acid, since the precipitate dissolves readily both in nitric acid and in ammonia. A number of students failed to obtain indication of its presence at both of these stages, in consequence of not having observed the necessary conditions. Of those students who detected the arsenate, several adopted the method of reducing it by means of sodium thiosulphate in the presence of hydrochloric acid and hydrogen sulphide. This method can be carried out so as to ensure the rapid and complete precipitation of the arsenic, in the cold, as arsenious sulphide, without the accompaniment of sulphur in more than small proportion, if at all, by first saturating the acid solution with hydrogen sulphide and then gradually adding sodium thiosulphate solution as long as any further precipitation takes place. In the reactions that are involved, the arsenate is reduced to the arsenious condition and, by interaction with the hydrogen sulphide already present, arsenious sulphide is precipitated. The thiosulphate is oxidised to the condition of tetrathionate and, since the addition of more than a slight excess of thiosulphate can be avoided, little or no sulphur can be set free by the interaction of this with the hydrochloric acid. This reaction with sodium thiosulphate is valuable as a qualitative test for arsenate, since the absence of the latter is established if an immediate yellow precipitate is not produced in the cold.

Although one of the simplest preliminary operations in this analysis, i.e., gently heating the powder in a dry tube, almost immediately caused a visible deposit of moisture in the cool portion of the tube, while moistened red litmus paper was turned blue when held at the mouth of the tube or just inside it, both of these possible observations were frequently unreported—presumably not having been observed. We refer to this here as it is an

example of the too casual attention that leads to the overlooking of useful information that a moderately comprehensive preliminary examination may often yield, while it is a feature that regularly recurs as a cause of surprise and, may we add, of disappointment. Real proficiency in qualitative analysis is associated with the most careful observation of changes, many of which are by no means conspicuous.

### TO CORRESPONDENTS

**NICOTINE.**—Note that when the reduction of arsenate is effected, under proper conditions, by means of sodium thiosulphate in presence of hydrogen sulphide and dilute hydrochloric acid, the product of the oxidation of the thiosulphate is not sulphate, but tetrathionate. It is not correct to assume the absence of a mercurous salt from a substance that dissolves entirely on prolonged heating with concentrated hydrochloric acid. A small, but easily visible, quantity of mercurous chloride will disappear into solution on prolonged boiling with the concentrated acid.

**FERNANDO.**—Your position in the list would have been higher if your report had given fuller details concerning the course of the analysis and an account of a careful preliminary examination. The report submitted scarcely does justice to the general accuracy of your conclusions.

**E. J. LAX.**—We occasionally point out that it is a mistake to omit borax bead examination in the case of a colourless powder, since several colourless compounds of common metals that yield coloured beads are known.

**V. J. ROSE.**—The reaction you attributed to a ferrous salt was no doubt due to the action of concentrated nitric acid on the solution containing potassium ferrocyanide. A summary of constituents detected should have been added to your report.

**LANCASH.**—Although you detected arsenic in the powder, you did not report any tests applied in order to find the state of oxidation in which it was present. The portion of the powder that was easily soluble in water yielded a slightly acid—not a neutral—solution.

**SPERANS.**—The white precipitate that you attributed to aluminium most likely consisted of calcium sulphate. This salt dissolves pretty freely in hot hydrochloric acid and may be partially reprecipitated when the solution is made alkaline with ammonia. Possibly the precipitate that you supposed to indicate bismuth also arose in this manner.

**COLVIN.**—Note that any white precipitate produced by means of mercurous nitrate would be darkened by the addition of ammonia, so that the latter effect does not necessarily indicate the presence of a chloride.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," February 21, 1934)

"SELAXA"; for senna laxatives (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 546,472.

"ZIFPERMINTS"; for medicated peppermint sweetmeats (3). By R. R. Cox, Welton Chambers, Jameson Street, Kingston-upon-Hull. 547,478. (Associated.)

"VITAMETER"; for apparatus for determining vitamin content (8). By Adam Hilger, Ltd., 98 King's Road, Camden Town, N.W.1. 546,183.

"ANCOSTEX"; for sanitary towels (11). By The Army & Navy Co-operative Society, Ltd., 105 Victoria Street, London, S.W.1. 546,719. (Associated.)

"EUGOLINE"; for a toilet preparation for the hair (48). By G. Thomas, 11 Duke Street, St. James's, London, S.W.1. 545,929.

### APPLICATION AMENDMENT

According to "The Trade Marks Journal" of February 21, 1934, the specification for "OGO" in Class 2, No. 537,113, by The General Kaputine Syndicate, Ltd., has been amended to exclude cattle medicines and udder ointment.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, March 1

THE markets have experienced a week of very moderate activity and business is still chiefly for goods on the spot and in no great quantity. The general tone is steady and where the demand is good prices tend to harden. In pharmaceutical chemicals a reduction by the makers in CHLORAL HYDRATE is recorded, to meet some outside competition. Agreement between makers and wholesale distributors of IODIDES as to sales prices of small quantities may be effected in due course. BISMUTH SALTS are firm and may advance should sterling weaken. Prices for most of the Continental products to come forward are well up to recent advances on exchange rates and spot values are now coming into line. In crude drugs business has been fair with a few commodities particularly firm. CHAMOMILES are nominal and practically unobtainable on spot. NORWEGIAN COD-LIVER OIL is advancing with continued poor fishing results. GUM ACACIA is dearer forward with more inquiry being received; the crop is reported to be poor. MATTO GROSSO IPECACUANHA is keeping steady. JAPANESE MENTHOL has been dull this week and is a point easier. TRAGACANTH continues firm, with the best grades short on spot. CARNAUBA WAX has been in active demand; supplies of most grades are scarce and prices show a further sharp advance. BEES' WAXES have also been called for in good volume; prices are again dearer and supplies very limited. In essential oils business has again been below normal but values are keeping fairly steady at current low levels. CASSIA is firm and dearer. JAPANESE PEPPERMINT has been quieter and the market has moved down a point. Other oils are quoted about unchanged. Business in industrial chemicals is reported to be on a better scale; values are generally steady.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	March 1	Value of the £
Amsterdam ...	Fl. to £	12.107	7.53½	12/5½
Berlin ...	Mks to £	20.43	12.78½	12/5½
Brussels ...	Belgas to £	35	21.73½	12/5½
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Esc. to £	110	109½	19/11
Madrid ...	Ptas. to £	25.22½	37½	29/6½
Milan ...	Lire to £	92.46	58½	12/8½
Montreal ...	Dol. to £	4.86½	5.09	20/11½
New York ...	Dol. to £	nominal	5.06½	20/9½
Oslo ...	Kr. to £	18.159	19.90	21/11
Paris ...	Fr. to £	124.21	77½	12/5
Prague ...	Kr. to £	164.25	122	13/10½
Stockholm ...	Kr. to £	18.159	19.39	21/4½
Warsaw ...	Zloty to £	43.38	26½	12/5½
Zurich ...	Fr. to £	25.2215	15.70	12/6

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

A MODERATE volume of business is reported this week, but inquiry is still mostly confined to spot goods. Makers' prices for chloral hydrate have been reduced to meet outside competition. Creosote, B.P., is scarce on spot and higher prices are now quoted. All Continental materials for shipment remain at high figures.

ACETANILID.—Market is steady, business quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Some few small orders, with prices unchanged: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. per lb., in 7-lb. tins.

AMIDOPYRIN.—Dealers' prices for shipment continue at high prices: crystals, five cwt., 18s. 3d.; two cwt., 18s. 8d.; less than two cwt., up to 19s. per lb., with powder 2½d. per lb. extra. Some spot goods may be at cheaper prices.

ASPIRIN.—Makers' and dealers' prices are maintained with an average business being done: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—A little inquiry is being dealt with and values are about unchanged: spot, one cwt., 13s. 6d.; 56 lb., 13s. 8d.; 14 lb., 14s. 4d.; small parcels, up to 14s. 9d. per lb.

BENZOIC ACID (B.P.).—Quite a fair inquiry with values steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices for these salts are very steady: Carbonate, cwt. lots, 7s. 8d. per lb.

BROMIDES.—Reports indicate moderate inquiry with the market steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 10d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than 5 cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Limited business, market steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Dealers' prices for Continental material to come forward are steady: 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Citrate, 250 lb., 5s. 5d.; 100 lb., 5s. 5½d.; 50 lb., 5s. 7d.; less than 50 lb., 5s. 8½d. per lb., net, carriage paid on minimum 50 lb. lots. Packages from 5 lb. and upwards free.

CALCIUM LACTATE.—A moderate business with keen prices for good quantities: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers notify a reduction in their scale of prices, as follows: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28/56 lb., 3s. 3d.; 14 lb., 3s. 3½d.; 28 lb. jars one penny per lb. extra.

CHLOROFORM.—Makers' prices are as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; 2 lb. bottles, 2s. 4½d. to 2s. 7½d.; 1 lb. bottles, 2s. 5½d. to 2s. 8½d.; 8 oz. bottles, 2s. 6½d. to 2s. 9½d.; 4 oz. bottles, 2s. 8½d. to 2s. 11d. per lb. for 10 cwt. down to 56 lb. lots: carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—British makers' quoted price remains at 9½d. per lb., less 2½ per cent. discount, nominal and without engagement. Dealers are offering foreign material at keen prices.

CODEINE.—Makers' prices continue at the recent advance: Alkaloid, cryst. and precip., 19s. 3d.; hydrochloride, 16s. 9d.; sulphate, 16s. 9d.; phosphate, 14s. 7d. per oz. for 4 oz. or less, net. Rebates are allowed for bulk quantities, as follows: 250 oz., 10 per cent.; 100 oz., 7½ per cent.; 35 oz., 5 per cent.; and over 4 oz., 2½ per cent. Assorted salts on same terms. Wholesalers' prices for small quantities would be at higher figures.

CREAM OF TARTAR.—British material is quoted at last week's higher price of 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers' prices barely competitive.

CREOSOTE (B.P.).—The market seems to be bare of supplies, with the home maker not offering at the moment for immediate delivery. There is also a shortage on the Continent, with dealers now asking from 1s. 10½d. to 2s. per lb. for quantities in demijohns, to arrive.

GUAIACOL CARBONATE.—Importers are quoting as follows for material to come forward: two cwt., 9s. 10½d.; one cwt., 10s. 0½d.; smaller parcels, up to 10s. 4d. per lb. Some spot offers may be slightly cheaper.

HEXAMINE.—British-made free running crystals are quoted as follows: five cwt., 1s. 8½d.; two cwt., 1s. 9d.; one cwt., 1s. 9½d.; smaller parcels, up to 2s. per lb. Rough powder, 1s. 5d. to 1s. 6d. per lb., as to quantity. Some foreign material offering at about the same figures.

HYDROQUINONE.—Makers' scales of prices for one delivery and for contracts are steady at former figures.

IODIDES.—Makers' scales of prices for these salts are about steady at former rates. The scale of sales prices for small quantities quoted by makers and wholesale distributors may be co-ordinated.



**LACTIC ACID (B.P.).**—A moderate inquiry with the market about steady: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6½d. to 1s. 10d. per lb., as to quantity.

**MERCURIALS.**—Makers' scales of prices for these salts are very steady. It is understood values will not be advanced unless the price of metal moves to still higher figures.

**METHYL SALICYLATE (B.P.).**—Market is about steady as quoted, business limited: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Dealers' forward prices are being maintained; inquiry small: two cwt., 19s. 4½d.; one cwt., 19s. 10d.; 56 lb., 20s. 8d.; small parcels, 21s. 6d. per lb. Some spot goods may be slightly cheaper.

**METOL.**—A fair inquiry for small quantities, makers' prices steady: 56 lb., 9s. 6d.; 28 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in 7-lb. tins, bottles extra. Wholesale distributors' prices for small quantities would be dearer.

**PHENACETIN.**—Only a small business being done, and the market is keen: crystals, five cwt., 3s. 7½d.; two cwt., 3s. 9d.; 56 lb., 3s. 10½d.; smaller parcels, up to 4s. 3d. per lb.

**PHENAZONE.**—The market is a little better with a moderate inquiry on hand: crystals, five cwt., 10s. 3d.; two cwt., 10s. 6d.; and less, up to 11s. per lb., with powder 2½d. per lb. extra. Forward prices would be rather dearer, according to exchange rates.

**PHENOLPHTHALEIN.**—Home makers' prices are steady, with some competition: five cwt., 2s. 8d.; two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

**POTASSIUM PERMANGANATE (B.P.).**—Occasional small business, market steady: quantities in two cwt. drums, 9d.; druggists' parcels, 9½d. to 10½d. per lb., as to quantity.

**POTASSIUM SULPHOGUAIACOLATE.**—Dealers are finding business on the slow side. Spot quoted from about 6s. 4d. to 6s. 6d. per lb., as to quantity.

**PYROGALLIC ACID.**—Rather more inquiry with makers' prices steady: 56 lb., 7s. 9d.; 28 lb., 8s.; 14 lb., 8s. 6d.; 7 lb., 9s. 3d. per lb., in 7-lb. tins. Wholesale distributors' prices for small quantities at higher figures.

**QUININE SALTS.**—No further alteration in the Convention prices with salts continuing at the recent higher prices: sulphate, 2s.; bisulphate, 2s.; ethyl carbonate, 2s. 7½d.; salicylate, 2s. 8d.; phosphate, 3s. 1d.; hydrochloride, 2s. 6½d.; bihydrochloride, 2s. 9½d.; hydrobromide, 2s. 6½d.; bihydrobromide, 2s. 9½d.; valerianate, 3s. 5½d.; hypophosphite, 3s. 8½d.; alkaloid, 2s. 9½d. per oz., carriage paid on bulk quantities.

**RESORCIN.**—British-made is unchanged, as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

**SALICYLIC ACID (B.P.).**—For small quantities the market is steady: ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

**SALOL.**—Market remains very dull: spot, crystals, two cwt., 3s. 10d.; one cwt., 3s. 11½d.; 56 lb., 4s.; smaller parcels, 4s. 3d. per lb.; powder, 2d. per lb. extra.

**SANTONIN.**—Isolated small orders have been dealt with and prices are keeping in the neighbourhood of £18 per kilo.

**SODIUM BENZOATE (B.P.).**—Market is about steady with average business passing: cwt. lots, 1s. 7d.; smaller parcels, up to 2s. per lb.

**SODIUM DIETHYLBARBITURATE.**—Prices are maintained, business fair in small parcels: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 28 lb., 13s. 6d.; 14 lb., 13s. 9d.; 7 lb., 14s.; smaller parcels, up to 15s. per lb.

**SODIUM SALICYLATE (B.P.).**—Business is not of much account, quoted prices unchanged: home trade, powder, one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 9d. per lb., with crystals one penny per lb. extra.

**SULPHONAL.**—Dealers' forward prices are steady, as follows: crystals, two cwt., 15s. 9d.; one cwt., 16s. 4d.; 56 lb., 16s. 7½d.; smaller parcels, up to 17s. 6d. per lb., with powder 2½d. per lb. extra. Some small spot parcels may be at cheaper prices.

**TARTARIC ACID (B.P. CRYSTALS).**—British makers' quoted price is very steady at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices are barely competitive.

**THEOBROMINE.**—Continental material to come forward is fully steady at the recent advance: pure, 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Sodium salicylate, 250 lb., 6s. 4½d.; 100 lb., 6s. 5½d.; 50 lb., 6s. 6½d.; less than 50 lb., 6s. 7½d. per lb., net, carriage paid on minimum 50-lb. lots. Packages from 5 lb. upwards free.

## Crude Drugs, etc.

**ACONITE ROOT.**—Dealers are quoting small parcels of Japanese at 52s. 6d. and Napellus at 62s. 6d. per cwt., spot.

**AGAR.**—Values are about maintained, with the market dull: spot, Kobe No. 1, 1s. 11d.; No. 2, 1s. 9d.; Yokohama No. 1, 1s. 9d. per lb.; shipment, Kobe No. 1, 1s. 7d.; No. 2, 1s. 6d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

**ALKANET ROOT.**—Spot supplies are available at about 47s. 6d. per cwt. for small parcels.

**ANTIMONY.**—Shipment figures are maintained, market steady. Chinese crude, spot, £20; shipment, £18 5s., c.i.f. Chinese oxide, spot, £28, shipment, £24 10s., c.i.f.

**ARNICA FLOWERS.**—Dealers are quoting spot supplies at about 9d. per lb. for small lots.

**BALSAMS.**—Business of small account. *Tolu*, 2s. 4d. to 2s. 5d. per lb. *Canada*, 2s. 2d. per lb.

**BELLADONNA.**—Dealers continue to offer leaves in bond at about 60s. per cwt., spot, nominal. Good test root is also nominal.

**BUCHU.**—A few bales have been disposed of, with former prices ruling. Rounds, fair to good, 9½d. to 10½d.; yellowish to medium, 8d. to 9d.; ovals, 7½d. to 7½d. per lb., as to quality.

**CAMPHOR.**—Market has remained slack; spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is quoted unchanged; flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz. and 1 oz., 3s. 6d. per lb.; special prices for contracts for quantities.

**CARDAMOMS.**—This market is very steady and fair sales are recorded for the week of bleached Mysore. Aleppy, greens, 2s., spot; 1s. 9d. per lb., c.i.f. Bombay, seed, spot, 2s. 9d.; shipment, 2s. 4½d. per lb., c.i.f.

**CASCARA SAGRADA.**—Values are quite steady, business quiet. Spot, 1933 peel, 36s. 6d. per cwt. for small parcels; shipment, 29s. 6d. per cwt., c.i.f.

**CELERY SEEDS.**—Dealers are offering small parcels at about 1s. 10d. per lb., and less for bulk quantities.

**CHAMOMILES.**—Spot values are nominal on account of lack of supplies. Importers find there is no interest in their offers of goods in bond. The trade is at a standstill on the duty question.

**CINCHONA CHIPS.**—Some spot lots are offering at about 11d. per lb. in small parcels.

**CLOVES.**—Business has been of small account, market steady. Zanzibar, spot, 5½d.; shipment, March-April, 5d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended February 24 were 118 and the deliveries 132, leaving a stock of 3,469. From January 1 to date, landings of Zanzibar have been 1,510 and the deliveries 563. Landings of Madagascar for the week ended February 24 were nil and the deliveries 31, leaving a stock of 859. From January 1 to date, landings of Madagascar have been nil and the deliveries 123 packages.

**COCOA BUTTER.**—Market is quoted at about 8½d. to 9½d. per lb., as to quantity and quality.

**COCONUT (DESICCATED).**—At the lower values now quoted the market is steady. Spot, fine, 15s.; medium, 15s.; shipment, halves, February-March, 14s. 1½d. per cwt., c.i.f.

**COD-LIVER OIL.**—To-day's advice from Bergen show the fishing results to be unsatisfactory, although the weather has improved. Returns to February 26: 13,679 tons of cod and 7,454 hectol. of oil, as compared with 19,070 tons cod and 11,095 hectol. oil at the same date in 1933, and 18,562 tons cod and 11,148 hectol. oil in 1932. Prices of livers are reported to be advancing and to be higher than comparative price quoted for oil. Finest Lofoten, steam-refined, non-freezing medicinal oil, 10s. per barrel, c.i.f.; spot, in small lots, 142s. 6d. per barrel, ex store, duty paid. Newfoundland, finest non-freezing medicinal oil, 132s. 6d. per barrel, ex store. British oil, non-freezing finest medicinal, about 120s. per barrel, c.i.f. London.

**COLCHICUM.**—Some root on spot is quoted at about 47s. 6d. per cwt. and seed at about 1s. 6d. per lb.

**DANDELION ROOT.**—Foreign root is steady as quoted in small parcels at about 70s. per cwt.

**ERGOT.**—A steady business in small quantities; values maintained. Spanish, 1s. 8d.; Portuguese, 1s. 7d. per lb. Very little Russian offering.

**GELATIN.**—Dealers report business is about average, with values steady. German gold leaf, 2s. 4d.; silver leaf, 2s. 2d.; bronze leaf, 1s. 10d.; plain label, 1s. 8½d. French, gold leaf, 1s. 10d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 6½d. per lb., in cwt. cases.



**GENTIAN.**—There has been a slow sale this week, with the price for French root about 50s. per cwt.; small parcels, 52s. 6d.

**GINGER.**—At the improved spot values quoted the market is quite steady. West African, spot, 21s.; to arrive, sellers, 19s. 3d. per cwt., c.i.f.

**GRAINS OF PARADISE.**—The spot value is quoted steadily at about 45s. per cwt.

**GUM ACACIA.**—There has been a sharp advance in shipment quotations and advice from origin that owing to weather conditions the crop is poor and arrivals at the source are below normal. A fair business reported; spot, Kordofan cleaned sorts, 35s. 3d.; bleached, 67s. 6d. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, February-March, 31s. 3d.; April, 32s. 3d. per lb., c.i.f., with the market firm.

**HENNA.**—There is an acute scarcity of leaves on spot, and prices remain at famine levels of close up to 50s. per cwt.

**HONEY.**—A little more interest this week, with a few nice sales recorded. Spot, Jamaican, pale set, 47s. 6d. to 48s. 6d.; dark amber, 40s.; dark liquid manufacturing, 37s. 6d. to 38s. per cwt.

**HYDRASTIS.**—Some occasional business, with values holding steady. Spot, 5s.; shipment, 4s. 3d. per lb., c.i.f.

**IPECACUANA.**—The better tone in Matto Grosso is being maintained, with small spot parcels at 4s. 6d. and quantities at 4s. 4½d. per lb. Minas is available at from 3s. 9d. to 4s. per lb., as to quantity.

**JALAP.**—Spot supplies of 10 per cent. are being quoted from 11½d. to 1s. per lb., as to quantity.

**LYCOPodium.**—Some Russian treble sifted is on spot and mentioned at 2s. 9d. to 2s. 10d. per kilo.

**MANNA.**—Some selected flake in 1-lb. tins is quoted on spot at 5s. per lb.

**MENTHOL.**—Business has been quieter this week and values are a point lower. K/S brands, spot, 9s. 3d. per lb., and less for bulk quantities; shipment, afloat, 8s. 1½d.; January-March, 8s. 1½d.; April-June, 8s. 3d.; July-August, 8s. 4d. per lb., c.i.f., from re-sellers.

**MERCURY.**—Quotations from the Spanish-Italian combine for shipment continue steady at 53 dollars, f.o.b. Continent. Spot is from £10 13s. per bottle, ex store. Routine business is reported.

**OPIMUM.**—The position is unchanged, with conditions firm. Shipment, under official control, 1s. 5d. per unit, c.i.f.; spot, 1s. 7d. per unit, landed and duty paid.

**ORANGE PEEL.**—New crop thin cut peel, due to arrive at an early date, is quoted at 1s. 6d. per lb.

**PEPPER.**—Business has been moderate, but the market is fully steady at the better rates now quoted. Lampong, spot, 5d.; shipment, March-May, 4½d.; April-June, 4½d.; May-July, 4½d., c.i.f. Tellicherry, spot, 5½d.; shipment, March-May, 46s., c.i.f. Aleppy, spot, 5½d.; shipment, March-May, 45s., c.i.f. White Muntok, spot, 8d.; shipment, March-May, 7½d.; April-June, 7½d.; May-July, 7½d., c.i.f.; July delivery, 8½d. per lb.

**PIMENTO.**—Market is fully steady, business fair. Spot, 3½d. per lb.; afloat, 26s.; shipment, March-April, 26s. 6d. per cwt., c.i.f.

**QUILLIA BARK.**—Some crushed bark is quoted on spot at about 30s. per cwt.

**RUBBER.**—Values are about level on the week, with business on a moderate scale. Standard ribbed, smoked sheet, spot, 4½d.; March, 4½d.; April, 4½d.; May, 5d.; June, 5½d.; July-September, 5½d.; October-December, 5½d. per lb.

**SAFFRON.**—Dealers are doing average small business, quoted unchanged; spot, prime B.P., 53s.; extra B.P., 52s.; super B.P., 49s. per lb., and slightly less for bulk quantities.

**SARSAPARILLA.**—A little more inquiry this week, market steady; spot, native mixed colours, 1s. to 1s. 1d.; grey Jamaican, 1s. 8d. to 1s. 9d. per lb., as to quantity.

**SASSAFRAS BARK.**—Dealers are quoting spot supplies in the region of 11½d. per lb.

**SEEDS.**—**ANISE.**—No business passing; spot, duty paid, Spanish, 60s.; Bulgarian, 40s. 6d.; and poor quality Turkish, 38s. 6d. **CANARY.**—Mazagan canary has been sold at 18s. 6d. and Turkish at 12s., both duty paid. **CARAWAY.**—Dutch now offering cheaper, duty paid, 47s. 6d. asked. **CUMIN.**—No Morocco to be had on spot; shipment quoted at 65s., c.i.f. Malta spot sold at 64s. **CORIANDER.**—Both positions are quiet and unchanged; spot, 21s. duty paid, or 19s. 6d. in bond; c.i.f., 17s. 9d. **FENUGREEK.**—Tunisian, 14s. 6d.; Morocco, 13s., duty paid. **MUSTARD.**—English, 21s. to 29s. 6d. according to quality

**SENEGA.**—This market is still distinctly quiet and continues to be quoted at low figures. Spot, about 1s. 4½d.; shipment, 1s. 3½d. per lb., c.i.f.

**SENNA.**—The market has been rather quieter this week, with a falling off in demand. Prices, however, remain steady, with holders maintaining recent limits. As mentioned in our last week's report, manufacturing Alexandrian pods are dearer, and parcels that were recently available at 2½d. to 3d. per lb. are now limited, at 4d. to 4½d. per lb. in bond. It is reported that this season's crop of Alexandrian senna will be a small one.

**SHELLAC.**—The recent advances have not been maintained, and the market is rather unsteady. Spot, standard TN orange, 87s. 6d. to 92s. 6d.; fine orange, 100s. to 132s. 6d.; pure button, 102s. 6d. per cwt. For delivery, TN, March, 90s.; May, 91s. 6d. per cwt. For shipment, March-April, 86s. per cwt., c.i.f.

**SQUILL.**—Supplies of good white are mentioned at about 35s., and fair white at 30s. per cwt., spot.

**STRAMONIUM LEAVES.**—Supplies on spot continue exceedingly scarce with values at the high rates of 85s. to 90s. per cwt.

**TRAGACANTH.**—There has been a steady inquiry for the best grades of whites and prices, as given in last week's report for the various grades, are fully maintained. Arrivals for the month are reported to be small. The lower grades are steady as quoted at 70s. to 100s. per cwt.

**VALERIAN ROOT.**—Dealers are offering good clean Belgian root on spot at about 55s. per cwt.

**WAX (VARIOUS).**—In CARNAUBA the position continues firm with supplies generally running short and prices showing a further sharp advance. Consumers are now taking more interest and a good business is recorded. Carnauba, fatty grey, is a strong and rising market with little or no offers from origin; re-sales have been done at 87s. 6d., c.i.f., and holders are now asking 92s. 6d., c.i.f., with only limited offerings. Spot, 97s. 6d. to 100s.; in bond, 87s. 6d. to 90s. per cwt. Chalky grey is very scarce on spot, with sellers at 85s. in bond and 93s. duty paid; shipment, 80s. per cwt., c.i.f. In Primeira the cheap afloat offers have been cleared with 140s. now asked and March-April shipment at the same figure, whilst goods in bond are mentioned at 145s. and duty paid at 155s. per cwt. Mediana: Practically no spot stocks offering; shippers quoting 135s. per cwt., c.i.f. **BRES.**—These markets are generally firmer and business has been on a good scale. Dar-es-Salaam is quoted at 95s. landed, with shippers reserved; the last offer was at 92s. 6d. per cwt., c.i.f. Benguela is scarce on spot and quoted at 95s. duty paid; March shipment, 85s. per cwt., c.i.f. Abyssinian is very steady at 92s. 6d., spot, and 88s. per cwt., c.i.f.

### Essential Oils, etc.

**BUSINESS** continues on a restricted scale with the general tone steady at current low prices. Cassia is firm and short on spot. Japanese peppermint has been quieter and a point easier. Petitgreen is steadier at the further reduction.

**ALMOND.**—Some few small orders: English, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb.

**ANISE (STAR).**—Spot is dull; some inquiry forward: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8½d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8½d.; in tins, 1s. 7d.; in drums, 1s. 6½d. per lb., c.i.f.

**APRICOT KERNEL.**—Market is steady with British oil in cwt. lots at 1s. 4d. and smaller parcels, up to 1s. 6d. per lb.

**BERGAMOT.**—Inquiry for shipment is poor with quotations of good oil now in the region of 5s. 6d. to 5s. 9d. per lb., c.i.f. Spot oil is offering at about 6s. per lb.

**BOIS DE ROSE.**—This market has been dull and the tone is not so good. Brazilian, spot, about 4s. 5d. to 4s. 7d. per lb.; shipment, about 4s. 3d. to 4s. 4d. per lb., c.i.f.

**CAJUPUT.**—Business rather quiet. B.P. 1932 oil, 2s. 1½d. to 2s. 4½d.; green, 1s. 10d. to 2s. per lb., as to quantity.

**CANANGA.**—Dealers' prices for spot oil would be about 8s. 4d. to 8s. 6d.; shipment offers are close up to 6s. 6d. per lb., c.i.f., with little interest shown.

**CASSIA.**—This market is again firmer with practically no supplies of good quality oil available on spot; nominal at about 3s. 10½d. per lb. Shipment is dearer, being now from 3s. 2½d. per lb., c.i.f.

**CEDARWOOD.**—A fair inquiry continues with the market steady. Empire oil, in drums, 1s. 5d., spot. American, in drums, 1s. 6d., spot, and 1s. 3½d. per lb., c.i.f., for shipment.

**CINNAMON LEAF.**—A small business passing, market quoted at former figures. Spot, 2s. 10½d. to 3s. 3d. per lb., as to quantity.



**CITRONELLA.**—A few inquiries on the market for Java with shipment in fair quantities about 1s. 4½d. per lb., c.i.f. Ceylon is reported to be dull with shipment offers at about 1s. 3d. per lb., c.i.f.

**CLOVE.**—Madagascar oil is steadier, but business is quiet. Spot, 3s. 5d. to 3s. 7d. per lb.; shipment, 2s. 4d., c.i.f. English-made, B.P., 3s. 8d. to 3s. 11d. per lb., as to quantity, with some sources quoting at cheaper prices.

**EUCALYPTUS.**—Not quite so much inquiry about, market steady. Australian, 70 to 75 per cent., 1s. to 1s. 1d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., landed. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

**GERANIUM.**—Shipment offers of Bourbon are reported slightly easier after the recent firmer tone, and work out at about 2s. per lb., c.i.f., for sound quality oil; some offers may be cheaper. Spot, about 23s. and less in some quarters. Algerian is still very firm at about 24s. per lb., c.i.f.

**GINGERGRASS.**—There is very little inquiry on the market. Spot, 4s. 9d. to 5s., as to quantity; shipment, 4s. 3d. per lb., c.i.f.

**JUNIPER BERRY.**—Dealers' prices vary as to quality from about 2s. 9d. to 3s. 3d. per lb. Business is limited.

**LAVENDER.**—Good-quality French, 38 to 40 per cent., can be purchased on spot at under the current shipment quotation, with very little oil now left at origin. A limited spot business is reported.

**LEMON.**—Sicilian oil, described as hand-pressed, is now offered for shipment at the lower figures of 3s. 6d. to 3s. 8d. per lb., c.i.f., as to brand and quantity, with one or two inquiries on hand; spot oil is quoted from 3s. 11d. to 4s. 2d. per lb. Machine-made, shipment, 3s. to 3s. 1d., c.i.f. Californian, spot, in large drums, 48 cents; in small drums, 49 cents per lb., spot.

**LEMONGRASS.**—Very little inquiry for spot or shipment, but prices are steadily maintained. Quoted at about 4s. 1d. per lb., c.i.f., and on spot.

**LIME.**—The better tone reported last week is being maintained, and there is some inquiry on the market.

**MANDARIN.**—Dealers' prices for the best-quality oil are steady from 14s. 9d. to 15s. 3d. per lb., as to quantity, spot.

**ORANGE.**—Interest in Sicilian sweet is very slow, with shipment offers about 5s. 1d. to 5s. 2d., c.i.f.; bitter oil, about 4s. to 4s. 1d., c.i.f. Californian is steady but dull; spot, one case, 61 cents; two or more cases, 56 cents per lb. The French Colonial oil of reliable quality is steady at very cheap prices, but business does not amount to much.

**ORRIS.**—English makers continue to quote concrete from 15s. to 19s. 6d. per oz., as to quantity.

**PALMAROSA.**—Inquiry for good quantities for shipment is lacking; quoted at about 5s. 6d., c.i.f. Spot oil is at about 6s. 2d., and possibly less for good quantities.

**PATCHOULI.**—Dealers' spot prices for Singapore are round about 6s. 3d. to 6s. 6d. per lb., with occasional small business passing; shipment is not quoted. English-made oil, 20s. per lb.

**PEPPERMINT.**—The market has been quieter this week, and the tone is not quite so good. Japanese, spot, about 3s. 1½d. per lb.; shipment, January-March, 3s.; April-June, 3s. 1½d.; July-August, 3s. 3d. per lb., c.i.f., as offered by re-sellers. The American natural oil, in drums, is quoted for shipment steadily at 2 dollars 60 to 65 cents per lb., c.i.f., with not very much business doing.

**PETITGRAIN.**—Prices continue to decline here, with spot sellers now at about 4s. 1½d. to 4s. 2d., as to quantity; shipment is easier at about 3s. 6½d. to 3s. 7d. per lb., c.i.f.

**PINE.**—Dealers are quoting Siberian, 35 per cent. minimum bornyl acetate, at 3s. per lb.; 30 per cent., 2s. 8d. per lb.

**ROSEMARY.**—Market has been dull, but values are fairly steady. Spanish, in good quantity from 1s. 5d. up to 1s. 10d. per lb., for small parcels.

**SANDALWOOD.**—English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Genuine East Indian Mysore, 20s. per lb.; British-made East Indian, 22s. 6d. to 25s. per lb., as to quantity.

**SPEARMINT.**—Market is about steady, business quiet. Spot, about 6s. 3d. for small parcels; shipment, about 5s. 3d. per lb., c.i.f.

**SPIKE.**—Dealers holding spot supplies of Spanish are asking about 4s. 3d. and upwards per lb.; shipment of the best quality oil is close up to 5s. per lb. landed. A small spot business reported.

**WINTERGREEN.**—Spot material is quoted in the region of 6s. 3d. per lb. for small parcels.

**WORMSEED.**—Business is unimportant, market steadier. Spot, about 9s.; shipment, about 7s. 9d. per lb., c.i.f.

## Industrial Chemicals, etc.

RAATHER more business is reported in a number of the leading products, and prices are generally steadily maintained. Acetone prices vary to some extent. **ACETIC ACID.**—Fair business is being done, market steady, but keen for big quantities: 80 per cent., technical, £38 5s.; 80 per cent. pure, £39 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £57, in glass demijohns; glacial, in barrels, £48 per ton, carriage paid in U.K. **ACETONE B.G.B.**—Inquiry is up to average with values rather irregular; quoted from £65 to £68 per ton, in drums, carriage paid in U.K., as to quantity, and some offers are at lower figures. **AMMONIA (ANHYDROUS).**—Normal domestic demand being met by home makers: 99.95 per cent. material, 11d. to 1s. 3d. per lb., in loaned drums, carriage paid. **AMMONIUM CHLORIDE.**—Dealers are now quoting in the region of £18 per ton for grey galvanising, in casks, ex store; slightly less for contracts. Business has been on a better scale. **ARSENIC.**—Prices vary as to source. Japanese, about £14 17s. 6d.; Continental, £15 7s. 6d. per ton, c.i.f., U.K. ports; Australian, £15 10s. to £16 10s. per ton, as to quantity. **BLEACHING POWDER.**—Market is rather unsteady, as quoted: 35 to 57 per cent. chlorine, £8 10s. to £8 12s. 6d. per ton, in softwood casks, carriage paid, minimum 4-ton lots. **BORAX.**—Commercial, granulated, £15 10s.; crystals, £16 10s.; powdered, £17; extra fine powder, £18; B.P. crystals, £24 10s.; powdered, £25; extra fine, £26 per ton, packed in 1-cwt. bags, carriage paid in Great Britain; makers continue to quote unchanged rates. **BORIC ACID.**—Commercial, granulated, £26 10s.; powdered, £28 10s.; extra fine, £30 10s.; large flakes, £39; B.P. crystals, £35 10s.; powdered, £36 10s.; extra fine, £38 10s. per ton, 1-ton lots and upwards in free 1-cwt. bags; carriage paid in Great Britain; makers' prices continue unchanged. **FORMALDEHYDE.**—A slightly better demand, with keen prices quoted for bulk quantities: 40 per cent., by volume, £26 to £26 10s. per ton, in casks, ex store; slightly lower prices for big quantities. **LEAD ACETATE** has been in quiet demand: brown, £31 7s. 6d.; white, £33 12s. 6d. per ton, in casks, ex store. **LITHOPONE.**—Business has been moderate: 30 per cent. Continental red seal, £18 to £18 7s. 6d. per ton, ex store. **OXALIC ACID.**—Dealers' prices are being maintained at £48 15s. per ton for good quantities, in casks; small lots, in kegs, 57s. to 58s. per cwt., ex store. **POTASH CAUSTIC (88 to 92 per cent. solid).**—Market is still rather quiet, values unchanged at £36 10s. to £38 per ton, in drums, ex store. **POTASSIUM CARBONATE.**—Business is limited in volume: 90 to 92 per cent., £26 12s. 6d. to £28 per ton; 96 to 98 per cent., £30 to £30 10s. per ton, in casks, ex store; slightly lower prices for contracts. **POTASSIUM CHLORATE.**—A little better business, values holding. Ton lots, £36 10s. per ton; smaller parcels, 4½d. to 5½d. per lb., ex store. **POTASSIUM PERMANGANATE.**—Dealers are doing a fair business in limited quantities: commercial quality, in two-cwt. drums, 8½d. per lb., ex store. **POTASSIUM PRUSSIAN.**—Occasional business, market about steady: yellow, £74 to £77 per ton, as to quantity. **RED LEAD.**—Convention prices continue at the recent lower levels: English, 5/10 cwt., £26; 10 cwt./1 ton, £25 15s.; 1/2 tons, £25 10s.; 2/5 tons, £25; 5/20 tons, £24 10s.; 20/100 tons, £24; over 100 tons, £23 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer in each case; Continental material, £1 per ton cheaper. **SAL AMMONIAC.**—Business is on a better scale, with keen prices quoted for large quantities: dog-tooth crystals, £35; medium, £32; fine white crystals, £16 10s. per ton, in casks, ex store; slightly less for contracts. **SALT-CAKE** is unchanged with the home trade price at 63s. 6d. per ton, in minimum truck lots, carriage paid. **SODA CAUSTIC.**—Makers' prices for home consumption unchanged: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. **SODIUM ACETATE.**—Some small business with prices about £21 15s. to £22 per ton, in casks, ex store. **SODIUM BICARBONATE.**—Makers' price for home consumption: refined, in bags, £10 10s. per ton, carriage paid. **SODIUM CHLORATE.**—Market has been dull: bulk quantities, £31 10s. per ton; smaller parcels, 4d. to 4½d. per lb., ex store. **SODIUM HYPOSULPHITE.**—Dealers quote pea crystals, in 1-cwt. kegs, £14 10s. per ton; commercial quality, £10 7s. 6d., in casks, ex store; makers' prices for pure crystals to home consumers on contract, £14 10s. per ton, carriage paid to buyers' works, for two-ton lots. **SODIUM PRUSSIAN.**—A moderate inquiry, market steady: quantities, 4½d. per lb.; smaller parcels, up to 5½d. to 6d. per lb., ex store. **WHITE LEAD.**—Convention prices are steady at the recent reduction: dry, English, less than 5 tons, £35 10s.; 5/15 tons, £30 10s.; 15/25 tons, £30; 25/50 tons, £29 10s.; 50/200 tons, £29 per ton, less 5 per cent., carriage paid; Continental, £1 per ton cheaper; ground in oil, English, 1/5 cwt., £45; 5/10 cwt., £43; 10 cwt./1 ton, £42 10s.; 1/2 tons, £41 10s.; 2/5 tons, £40; 5/15 tons, £37; 15/25 tons, £35 10s.; 25/50 tons, £35; 50/100 tons, £34 10s. per ton, less 5 per cent., carriage paid; Continental material, £2 per ton cheaper.



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Reductions in N.H.I. Dispensing

SIR,—In the expectation of a favourable budget, now assured, powerfully organised public servants have been urging that the restoration of the cuts in their salaries should be the first duty of the Chancellor of the Exchequer. One would have thought that those classes of the community whose livelihood is competitive and uncertain would have first consideration, and that a lessening of the burdens on trade would be most likely to produce results which would increase the incomes of everybody, and so enable the taxpayer and ratepayer to afford the restoration of the cuts. If those who administer the National Health Insurance, whether as officials of the Government or under insurance committees, are to have an increase in their present assured income, how long are pharmacists to remain penalised by their continuous reductions?—Yours, etc.,

F. W. BURGESS.

Brighton.

## Import Duties Act

SIR,—I must congratulate you on the excellent editorial in the current issue [February 24], under the heading of "Immediate Action?" and trust that it will be brought to the notice of the Import Duties Advisory Committee, as it amply expresses the feelings in the trade of these continual "hold-ups." The crude drug trade appears singularly unfortunate in this respect, as importers and dealers have no association to protect their interests, such as exists in the chemical industry; in fact, they have much to thank your journal for taking up the cudgels on their behalf. The chemical industry is blessed with two live associations, viz., the Association of British Chemical Manufacturers and the Chemical Traders' Association. Both these influential bodies are in constant touch with the Board of Trade, and their representatives have undoubtedly protected their members when many important matters have come under review, especially in regard to the operations of the Import Duties Act. Until drug merchants can approach the authorities as a body through an active trade association, there seems little prospect of avoiding the serious trouble and inconvenience with which the drug trade is at present assailed.—Yours faithfully,

For FREUDENTHEIL, SMITH & Co.,  
J. D. SMITH.

London, E.C.3.

SIR,—You are to be congratulated on the very fine [editorial] article that you have published in THE CHEMIST AND DRUGGIST of February 24. . . . We feel convinced that the only thing to do now is to continue to worry the authorities and to give as much publicity and prominence to the question as possible.

Yours faithfully,  
POTTER & CLARKE, LTD.,  
R. W. WREN, Director.

London, E.1.

## Roll Film Price Reduction

SIR,—A meeting of my Committee recently discussed the reduction in the price of films. Many members have stocks of the films which will not be sold before the new prices come into force. It was pointed out that the sale of films is very small during the period in which stocks can be cleared. In view of the extra expense to which dealers will be put in altering their machines again, to accommodate r.s. films, the film makers should allow rebate on all unsold films. Dealers will otherwise suffer considerable financial loss, collectively and individually.—Yours faithfully,

WM. HEAP, Secretary,  
Cambridge and District Branch of  
the Pharmaceutical Society.

## Counter Prescribing

SIR,—It is extremely doubtful whether the privilege of counter prescribing will ever be taken entirely out of the hands of chemists. This privilege—or responsibility—has long been an established fact. It is true that the Insurance Act had the effect of sending many people with slight ailments to the doctor—a natural proceeding, since insured people feel they have a right to benefits they have paid for. Even so, there is still a good deal of counter prescribing done, especially in the industrial and working-class districts, chiefly among those not insured. The strange thing about it is that customers often place the chemist in an awkward position. I have known cases which I considered needed a doctor's attention, only to be told that the customers were already patients receiving treatment which did not seem to be effective. Another frequent reason for visiting the chemist is that sufferers think the chemist's treatment will save the spending of a week in bed. I have also known people to say that a chemist has more time to "take an interest" in the case. I still feel, however, that beyond certain limits, it is better for the doctor to prescribe and the chemist to dispense.—Yours faithfully,

PROVINCIAL (19/2).

SIR,—Counter prescribing (C. & D., February 17, p. 196) is a practice which has probably developed within the last seventy-five years; from researches I have made I have come to the conclusion that the older schools of pharmacists, although occasionally they would, at the special request of the customer, give some simple mixture, did not as a rule prescribe for their patients to the same extent as do a certain number of pharmacists to-day. I agree with the writer of the letter as to the three principal reasons why chemists are asked to prescribe. The pharmacist does not abuse the trust reposed in him; if he feels that he cannot give relief, he says so. In any case he rarely departs from the path of safety, and the ingredients of his medicines are always of the simplest. It is rather strange that the increasing sale of medicinal proprietaries has not affected counter prescribing; this is no doubt due to the fact that the patient likes to feel that he is not taking a preparation which is mixed and bottled in large quantities, but that special consideration has been given to his case. The attitude of the medical profession to counter prescribing by chemists has usually been a benevolently neutral one.—Yours, &c.,

COUNTRY CHEMIST (20/2).

## The Proposed National Publicity Scheme

SIR,—At a meeting of the Birkenhead and Wirral Pharmacists' Association to hear an address on "Some N.P.U. Matters" (C. & D., February 17, p. 190) the proposed advertising scheme for pharmacy was discussed. It was stated that the proposal was to supply each pharmacist with a sign linking up his premises with the advertising, and that it would be a sign any chemist would be proud to display. So far so good; but would the general public take any notice of this linking up? What is it proposed to feature in the reading matter of the advertisements, the calling of pharmacy, dispensing service, sale of drugs, or merely the qualified chemist as the man to go to in preference to other traders when in need of medicines or of his specialised services? The P.D.A. issued a printed sign to be exhibited by their members; if details could be obtained from those chemists who displayed it, they should give us some idea whether the sign brought trade. It must be remembered that multiple shops start with a distinct advantage over the single proprietor in this type of advertising. Another point is that an advertisement for some special line of goods, or some reduction in price, is almost certain to attract some customers to a particular shop to take

advantage of the offer, but a general advertisement dealing with qualification and training is not likely to make much impression on the average purchaser. The only way this could be done would be by such a lengthy and consistent period of advertising that people were constantly seeing the insertions and so gradually became educated up to the idea of the importance of dealing with a qualified chemist. But to do this thoroughly would be a far more expensive operation than the business of pharmacy could afford.—Yours faithfully,

SIGNA (27/2).

### A Medical Menace

SIR,—I quite appreciate the necessity of the warning of "Quis Nos Agebit" concerning the danger of public medical services (*C. & D.*, January 27, p. 111). Pharmacy is gradually becoming whittled down by such schemes, and it looks as if there will soon be little left of his original trade to the pharmacist. But "Quis Nos Agebit" ignores facts in order to support his theories. He advises putting our case before the public, that public which purchases its aspirin and cascara tablets, hydrogen peroxide and other drugs besides all kinds of proprietary medicines from any kind of shop or bazaar indiscriminately, or from the market stall or itinerant pedlar. Are we any nearer obtaining recognition for pharmacists as dispensers to the Army Medical Service in spite of all our representations? I am well aware that there are plenty of qualified men seeking employment, but the influx of Insurance work is so irregular that one cannot engage extra staff to meet the probability of an extra rush. "Quis Nos Agebit" remarks that no sane Government would introduce measures diametrically opposed to our best wishes, and no elected representatives would dream of participating. Well, the Retail Pharmacists' Union took a postcard referendum of the trade on the attitude of its members to the Pharmacy and Poisons Bill, the resultant vote being a practically unanimous negative, and yet the Government and the Council of the Pharmaceutical Society agreed to the reintroduction of the Bill as an unopposed measure. It is true that the subsequent delegates' meeting in London eventually endorsed the action of the Council, but when it was known that such a meeting was to be held the result was almost a foregone conclusion. This is only further proof that we cannot rely on elected representatives to give expression to the wishes of the general body of members. And if we were to secure the dispensing for all these schemes, would the remuneration be on the basis of the N.H.I. tariff?

Yours truly,

CONTROLLED (6/2).

### Biology

SIR,—Practical acquaintance with biological factors becomes increasingly important in pharmaceutical training; and the abstract of Dr. H. A. Mitchell's lecture at Birmingham on "Biological Aspects of the B.P., 1932" (*C. & D.*, February 24, p. 210), sets out clearly the reason. The study of "the material vital phenomena of the organism" comes more easily to one with medical training; but the biological products required to combat the adverse conditions when "a normal function has gone astray" are as important to the pharmacist as any preparation from crude drugs. Training in this subject is not at the present time adequately available. Though it is natural to expect serums, vaccines and biological products generally to be produced by the manufacturer or specialist, this does not absolve the pharmacist from the necessity of knowing whatever can be known about these products. The mere statement that a certain change takes place is insufficient; proof, on the other hand, renders such knowledge lasting. Another factor on which more experience would be useful is the effect of the pH value on the stabilisation of solutions and on the inhibition of growth of injurious bodies. Surely it is not a final position that an assay of squill is not necessary. One other point arises out of this interesting address: are we to remain content in our present knowledge of thyroid activity in relation to the standard declared in the B.P., 1932?—Yours, etc.,

H. E. S. (26/2).

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

D. B. (31/18).—AFFIXING LABELS ON TINS.—New tin generally has a greasy surface, due to the tallow or oil used in the plating process. The grease may be removed with an alkali or with benzin, but in a factory where much labelling is done it is better to roughen slightly the surface of the tin where the label is to be placed with a piece of fine sandpaper, or coat the tin with a solution of gelatin 1 part in 4 parts of acetic acid, and allow to dry before applying the pasted label. Another plan is to varnish the tin. It is necessary, in applying labels to metal and polished surfaces, to allow the paste to remain on for a minute or so. When any of the foregoing methods are used ordinary shop paste may be employed or the gummed label merely moistened with water. To the ordinary paste additions such as butter of antimony and alum are advised, but the objection is that these act on the tin and cause rust, and consequent staining of the labels. Among the special adhesives used for sticking on labels are (a) sodium-salicylate solution thinned to the consistence of thin syrup; (b) solution of resin  $2\frac{1}{2}$  oz. in methylated spirit 20 oz.; (c) rye-flour paste, which has greater adhesive powder than paste made with ordinary flour; (d) pastes containing a fair proportion of honey, with or without some firm balsam or Venice turpentine.

C. B. (6/28).—OXIDISED FINISH.—The following are solutions used for oxidising copper:—

#### I

Copper acetate ...	...	...	300 gr.
Copper sulphate...	...	...	200 gr.
Water ...	...	...	50 oz.

Boil the solution and immerse the copper article in the cold solution.

#### II

Barium sulphide ...	...	...	2.5 gr.
Water ...	...	...	20 oz.

Immerse the copper article in the solution, which acts slowly when cold.

For producing a blue-green patina the following is good:—

Ammonium carbonate ...	...	...	1,163 gr.
Sodium chloride...	...	...	380 gr.
Copper acetate ...	...	...	460 gr.
Cream of tartar ...	...	...	380 gr.
Water ...	...	...	16 oz.

For oxidising brass apply the following mixture to the cleaned brass till the desired colour is obtained:—

Iron oxide ...	...	...	3j.
White arsenic ...	...	...	3j.
Hydrochloric acid ...	...	...	3 iss.

## Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," March 15, 1884

### Lengthy Bankruptcy Proceedings

One "Gazette" in February contained two notices, interesting from the long period covered by the proceedings they referred to. In one case a dividend of 20s. in the £ and interest is announced in the estate of a dry-salter and merchant who was made a bankrupt in 1847. The simple interest at 5 per cent. for the thirty-seven years would amount to 33s. on each sovereign, but very few of the original creditors will be alive to receive it. The other case was that of a firm of corn factors and dealers who were made bankrupts in 1825, just under sixty years ago. Here the sixth dividend is announced of 1s. 10½d.; no hint is given that it is final, so the proceedings must still be going on.





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Application

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Bell, John, Hills & Lucas,	Lofthouse & Saltmer, Ltd.
Ltd.	Mackay, Jno., & Co., Ltd.
Blensdale, Ltd.	May, Roberts & Co., Ltd.
Boots Pure Drug Co., Ltd.	Oldfield, Pattinson & Co.
British Drug Houses, Ltd.	Pinkerton, Gibson & Co., Ltd.
Brook, Parker & Co., Ltd.	Potter & Clarke, Ltd.
Burgoyne, Barbidges & Co.,	Raines & Co.
Butler & Crispe Ltd.	Raines, Clark & Co., Ltd.
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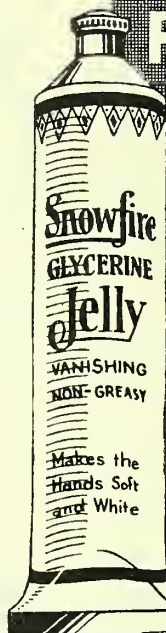
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CARTONS

**3/9 doz. 42/- gross**

Bulk, with sufficient cartons, free.

(sell 3d. oz., 6d. per 2-oz. carton)

4-lbs. @ 1/9	28-lbs. @ 1/6
8-lbs. @ 1/8	56-lbs. @ 1/5
16-lbs. @ 1/7	112-lbs. @ 1/4

SHOWSCREEN 20" × 14"

# SULPHUR & FRUIT JUICE TABLETS

4 varieties—assorted in box (as shown)  
or boxed separately

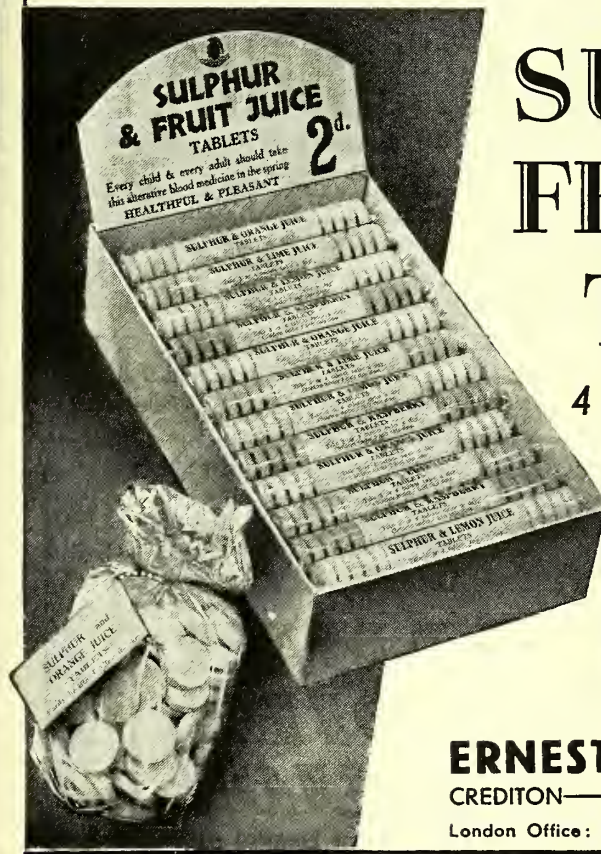
**2d. Rolls—12/- gross**  
( $\frac{1}{4}$  GROSS OUTERS)

**6d. Bags—4/- doz.** <sup>12 DOZ.</sup> @ 3/9  
(1 DOZEN OUTERS)

**ERNEST JACKSON & CO. LTD.**

CREDITON—DEVON

London Office: PLANTAIN PLACE, CROSBY ROW, S.E.1 Phone: Hop 2668





# LACTOBYL

A biological product containing:—

- (1) BILIARY SALTS
- (2) INTESTINAL ENZYMES } which relieve bowel indigestion.
- (3) LACTIC FERMENTS which retard putrefaction.
- (4) ACTIVATED CHARCOAL which absorbs and fixes toxins in the alimentary canal.
- (5) EXTRACT LAM. FLEX. which hydrates the intestinal content and increases peristalsis.



## CONSTIPATION

CONTINENTAL LABORATORIES, Ltd.

30 Marsham Street, London, S.W.1

"Taxolabs, Sowest, London."

Victoria 2041.

# PARAFFINUM LIQUIDUM B.P.

EXTRA HIGH VISCOSITY

HOLROYD'S OIL & CERESINE CO., LTD.  
3 New London St., London, E.C.3. 'Phone: 3395 Royal.  
Wires: Errikotroy Fen.

# PURE ORANGE WINE

## A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia.

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

(Wholesale only.)

**50 YEARS' REPUTATION BEHIND IT!**  
**THE POWER OF ADVERTISING BEFORE IT!**

Every chemist knows Tamar Indien Grillon as a high-class fruit laxative of excellent repute. Great impetus is being given to sales by a long series of advertisements in the *Daily Mail*. National publicity means that you are liable to be asked several times a day for the proprietary article in question. Don't be caught napping! See that you have a good stock of Tamar Indien Grillon to meet the increased demand.

# TAMAR INDIEN GRILLON

All enquiries to: GUYOT-GUENIN & SON (DEPT. CD), 67 SOUTHWARK BRIDGE ROAD, LONDON, S.E.1



**Advertising brings you customers**

**Doctors send you customers**

**... sell  
Curicones**

*The famous  
Rheumatic  
Remedy*

It must be a good remedy if 2,400 Doctors recommend and prescribe it. And "Curicones" has proved itself, in many thousands of cases, to be the most remarkable treatment in cases of rheumatoid arthritis, neuritis, sciatica, gout, lumbago and kindred ailments. Titled and distinguished people have written testifying to the efficacy of "Curicones."

Consistent advertising has brought "Curicones" to the notice of millions of people. Each day this advertising is creating hundreds of new customers.

Add to this the good profit it carries and you have a line that it pays to stock. Take advantage of the advertising by making a good show of "Curicones" in your window and on your counter.

Window Display materials and booklets on request.

Supplied in three distinct sizes:

One bottle - - - 5/-  
Three bottles - - 14/-  
Six bottle package 24/-  
(The 24/- size contains 6 times the quantity of the 5/- size.)

**STEPHEN MATTHEWS & CO., LTD., Manufacturing Chemists & Druggists, 19/21 Farringdon St., London, E.C.4**

**BUY**

**BRITISH**

**PYRAMID  
CORKS**

*are better than ever.*

**6 and 8 oz.**

N.H.I. 5<sup>d</sup>. per gr.

Ordinary 8<sup>3d</sup>. „

Fine 1/1<sup>1</sup>/<sub>2</sub> „

Finest 1/8 „

10 gross carriage paid.

20 gross - - less 5%.

Less 5% cash with order.

Write for full Price List and Size Gauge.

**N. W. Mitchell & Snow, Ltd.**

"The Cork Firm."

Limehouse, London, E. 14.



**TEGIN PROTEGIN**

**Formula No. 854**

**COLD CREAM**

MEDIUM-FATTY, DAY AND NIGHT SKIN FOOD

30% Protegin	5% Glycerine
3% Lanoline	57% Water
5% Liquid Paraffin	

**Formula No. 263/10**

**VANISHING CREAM**

NON-FATTY DAY CREAM

10.0% Tegin	0.5% Titanium White
5.0% Spermaceti	0.1% Caustic Potash
3.0% Petroleum Jelly	3.0% Glycerine
2.0% Liquid Paraffin	74.4% Water
2.0% Stearine	

● These are two of the many formulae incorporating TEGIN and PROTEGIN.

Write for descriptive folders and formulae for TOILET CREAMS, OINTMENTS, LOTIONS, HAIR CREAMS:—POWDER CREAM, SULPHUR CREAM, PHARMACEUTICAL CREAM, etc. (of both the oil-in-water and water-in-oil types).

**M.R. CHEMICAL PRODUCTS Ltd.**  
22 BASINGHALL STREET, LONDON, E.C.2

\*Phone: Metropolitan 4717

\*Grams: Chemmos, Ave, London

Products of Th. Goldschmidt A.G.

# W.B. DICK & CO. LTD



BY APPOINTMENT TO H.M. THE KING

**PARAFFINUM LIQUIDUM B.P.**  
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C.

**B.P. WHITE & YELLOW PETROLEUM JELLIES**

**WHITE AND HALF WHITE OILS**

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1  
Telephone - - - Sloane 3461 (7 lines)  
Telegrams - - - "Dicotto, Phone, London."  
GLASGOW, LIVERPOOL, NEWCASTLE,  
CARDIFF AND NEW YORK.

## Antiphlogistine

Brand Dressing

HUMAN & VETERINARY  
MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., London, E.3



# CERESINE WAX

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE  
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS  
OZOKERITE WAX ALL GRADES

## POTH, HILLE & CO., LTD.

6 Lloyd's Avenue, London, E.C. 3

Works at  
Stratford, E.



# CHEMISTS who display ADVERTISED goods participate in £30,000,000 worth of ready-made SALES every year



This Illustration is typical of the excellent eye-arresting Window Displays which 'ASPRO' publish at frequent intervals.

These Window Sets are printed in full colour—and are sent to Chemists **FREE**

Changing times are here—changing values. The centre of gravity of business is removing to active centres. Let us illustrate this from the chemist's standpoint—his business—his sales. Many chemists fail to realise that in their section of advertised lines over £3,000,000 is being spent annually. If it takes 10% average advertising to sell and make known an article to the public this means that the proprietary and general advertising of chemists' lines is selling £30,000,000 worth of goods a year. THE CHEMIST WHO GETS THIS BUSINESS IS THE MAN WHO SHOWS WINDOW DISPLAYS OF ADVERTISED GOODS IN HIS WINDOWS ALL THE TIME. He connects up with

Agents :

**GOLLIN & CO. PTY. LTD.**  
(‘Aspro’ Dept.), SLOUGH, Bucks.

Telephone : SLOUGH 608

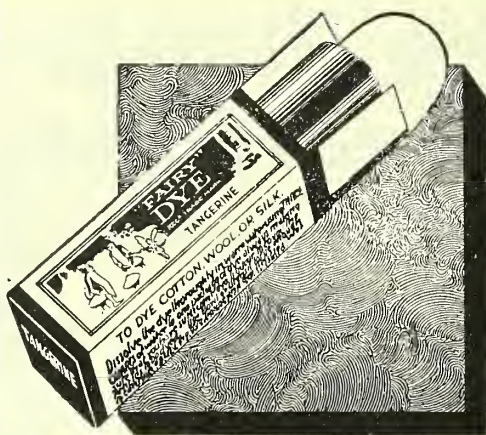
its stupendous active sales-producing activity. If he fails to show in his windows literature of advertised lines his potential customers and sales are DIRECTED INTO OTHER CHANNELS. You can easily prove this for yourself with ‘ASPRO’. **WHEN YOU SHOW AN ‘ASPRO’ WINDOW DISPLAY, YOU DEFINITELY CONNECT UP WITH ONE OF THE LARGEST ADVERTISING CAMPAIGNS IN THE KINGDOM.** You attract customers into your shop not only for ‘ASPRO’ but for a hundred and one other things which you stock. Why not prove this to-day for your own satisfaction? Why not bring the customers into your shop? **USE ‘ASPRO’ advertising to do it.**

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REGISTERED TRADE MARK



**LONDON DEPOT:**  
292 UPPER STREET, ISLINGTON, N.1

**FAIRY DYES, LTD., GLASGOW, N.W.**

***Fairy Dyes***

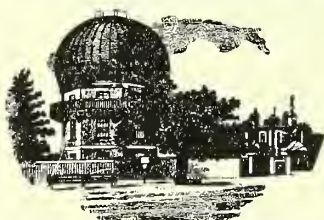
**It pays to  
Concentrate  
on  
Advertised goods**

## FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.



GREENWICH OBSERVATORY & CLOCK  
TRADE MARK

**“LEMSKIN”**

Regd.

LEMON

**VANISHING JELLY**

Sells for 6d. per tube and is the best repeat line we have ever sold.

Write for prices and sample to

**MILNER & COKE, LTD.,**

Manufacturing Chemists,

11 JOHN PENN ST., LONDON, S.E.13

**Paraffinum  
Liquidum  
B.P.**

**ALL GRADES  
SAMPLES & PRICES**

On application to —

**STERNS LTD**

**16 Finsbury Square London E.C.2**

Telephone: National 7644 (7 lines).  
Telegrams: "Centumvir, Phone,  
London."

**WHOLESALE ONLY**



# THIS IS A SPECIMEN OF A REXALL NEWSPAPER ADVERTISEMENT

## **Rexall** "Good Health" SUGGESTIONS for FEBRUARY

The following SEASONABLE PRODUCTS are especially recommended and guaranteed by the Rexall Chemists:

### REXALL ORDERLIES

Known all over the world as the finest constipation treatment for Adults and Children . . . . . **1/3**

### REXALL KIDNEY PILLS

Try a package of this guaranteed remedy if you are troubled with sluggish kidneys or backache caused by bladder distress **1/3**

### REXALL SYRUP OF HYPOPHOSPHITES

One bottle of this well-known tonic will give you greater energy and improved health 4 oz. **1/** = 8 oz. **1/9**  
Prices slightly higher in Ireland

### HUSKOIDS

Licorice and Menthol Pellets. Splendid for the voice and throat. Per tin **4½ d.**

VISIT YOUR NEAREST  
**REXALL CHEMIST**  
or write for complete price list and leaflets to—  
**UNITED DRUG CO. LTD., NOTTINGHAM**

Sunday Pictorial  
Sunday Chronicle  
Sunday Express  
Glasgow Bulletin  
Belfast Telegraph  
Birmingham Mail  
Birmingham Express  
etc., etc.

**UNITED DRUG  
COMPANY LIMITED  
NOTTINGHAM**

**ENQUIRIES**  
from districts not  
covered by a Rexall  
Agency will receive  
every attention

# PURE MALT EXTRACT

with *FINEST*

## NORWEGIAN COD LIVER OIL

*The Brand that does not separate nor crystallize.*

*Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.*

**THE BRITISH DIAMALT COMPANY**  
**SAWBRIDGEWORTH - - - HERTS.**

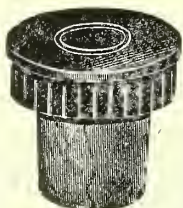
London Office :

**116 Church Road, Upper Norwood, S.E.19.**

Phone : LIVINGSTONE 3583.

### STOPPERS

AND BAKELITE SCREW CAPS



200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



**W. J. SHARPLIN, Ltd.** Telephone: Mountview 0952  
Middle Lane Works, Hornsey, LONDON, N.8



**MOULDED  
CONTAINERS**

Embossed  
or Plain  
Screw Lids

SIZES FROM 1½" x ¾"

**RESYNTHITE Limited**

Phone: National 7306 128/9 CHEAPSIDE, LONDON, E.C.2

**Simpkin's**

(CROOKES 500)

- THE MODERN  
TONIC IN  
A PLEASANT  
FORM

WINDOW DISPLAY OFFER CONCLUDES MARCH 31,  
AND INCLUDES

**HALIBUT LIVER OIL HEXAGONS** (PROFIT 1/- per lb. and discount)

An extensive National Advertising Campaign is being launched to inform the public of the health-promoting qualities of Simpkin's Halibut Hexagons. These delicious confections contain the newly discovered tonic of Crookes (500) Halibut Liver Oil, which is 60 times as strong in Vitamin A, and 10 times as strong in Vitamin D, as Cod Liver Oil. Make certain of being able to meet the inevitable demand for Simpkin's Halibut Hexagons, by ordering supplies immediately.

- CHEMISTS  
ONLY CAN  
SELL THEM  
To retail at 8d.  
per quarter lb.

Please write to —

**A. L. SIMPKIN & CO. LTD. (BARLEY SUGAR WORKS) SHEFFIELD, 6** Depots throughout British Isles



# URODONAL

(BRAND)

**FOR RHEUMATISM, GOUT  
SCIATICA AND GRAVEL**

**SOLD IN BOTTLES 3/- 5/- & 12/-**

GIVE YOUR CUSTOMERS SATISFACTION BY MAKING  
SURE THAT YOU ARE BEING SUPPLIED WITH  
FRESH STOCK BY SEEING THAT THE PACKAGE

BEARS THE NAME OF THE  
**SOLE AGENTS**

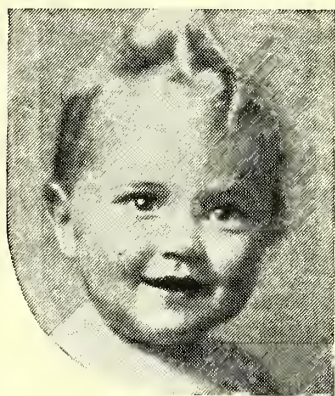


**SPENCER & CO**

**20 QUEEN ST., HAMMERSMITH, LONDON, W.6**

**TELEPHONE : RIVERSIDE 1712**

## Take this as an example of how Lactogen nourishes puny babies



*"Until a few weeks ago my baby aged 9 months was breast fed, but she was obviously under fed and I was advised to wean her ... My doctor advised 'Lactogen,' and to my great relief she took it at once and has not refused a feed since. I am indeed grateful to 'Lactogen' for having solved my difficult problem."* M.A.L.

When for any reason it becomes necessary to supplement the Mother's milk, or to provide an alternate food, then invariably the soundest and safest advice you can give the Mother is, "Put Baby on Lactogen."

Lactogen contains the right nutriment in the right forms and proportions to ensure healthy development. Lactogen makes firm flesh, steady nerves, dense bone, and lays the foundation for a robust constitution.

Lactogen, which is packed in hermetically sealed tins, is pure, fresh, full-cream milk from specially selected English herds, modified by the addition of extra cream and natural milk sugar. When reconstituted by the addition of boiled water, Lactogen is in all important respects exactly like breast milk.

Send to-day for full particulars  
and terms to the Lactogen Bureau  
(Dept. AZ79) Nestlé and Anglo-  
Swiss Condensed Milk Co., 6 & 8  
Eastcheap, E.C.3.

**"LACTOGEN"**  
REGD. TRADE MARK  
**BETTER MILK  
FOR BABIES**

Lactogen—prepared by Nestlé's  
—is a modified dried milk for  
use in infant feeding.

**2/9 PER TIN**

**P.A.T.A.**

# GIVE 'EM JOCKS!



# JOCKS

STOP THAT TICKLING

Tickling in the throat—can't stop coughing—wants something—quick relief—here's the very thing—tin of Jocks—only threepence—quick sale—pleased customer—don't forget.



Definitely a line which sells quickly. Retail 3d. a tin. Priced 2/3 per doz. tins in attractive display outer. Ask for sample :

HIRST, BROOKE & HIRST LTD., MFG. CHEMISTS. SHEEPSCAR WORKS, LEEDS.

## SPECIAL CADIZ SHERRY

Full duty, shipped expressly from our Spanish House for Chemists' use by

**LAMB & WATT, Limited**  
*Established 1847*  
**46/48 St. Anne Street  
LIVERPOOL**

*who also specially manufacture*

**ORANGE WINE,  
"WIN FERRO" TONIC BLOOD WINE  
"CROWN" Brand LIEBIG'S MEAT AND  
MALT WINE, BROADWAY COCKTAIL,  
VIN FERRI CIT.**

Green Ginger, Raisin, Cowslip, Spiced Elderberry, etc., made only from the fresh fruit. Purity fully guaranteed. Highest Awards at all Exhibitions where shown.

Full Strength **AUSTRALIAN RED,  
TAWNY AND WHITE WINES,  
AUSTRALIAN SHERRY** and  
every kind of foreign wine.

**DUMAS ★★★ BRANDY—DOURADOS PORTS**

WRITE FOR PRICES AND SAMPLES

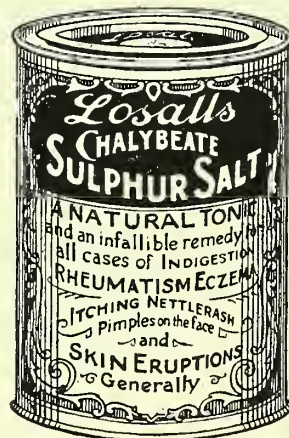
## LOSALL'S SALT

Sells freely and readily. **PAYS 50% ON OUTLAY**  
An infallible remedy for

**GOUT,  
RHEUMATISM,  
ECZEMA  
and SKIN  
AFFECTIONS.**

**P.A.T.A.**

**4 oz. tins 1/-  
8/- doz. net  
8 oz. tins 1/9  
14/- doz. net  
Bottles 2/-  
16/- doz. net**



Attractive advertising matter supplied on application  
**SOLD EVERYWHERE**

*Manufactured by*  
**LOFTHOUSE & SALTMER, Ltd.  
HULL**





**VARALETTES**

**ASPIRIN**

**VARASAL**

PRIVATE FORMULÆ MADE  
TO YOUR REQUIREMENTS

EFFERVESCENTS  
SALINES  
LITHOPTINE &c.

**ALFRED BISHOP LTD**

48 Spelman St., London, E. 1.

## DRIED YEAST

Produced from the celebrated "D.C.L." pure culture Yeasts, obtainable in the following grades:—

- (1) For fermentation or baking purposes.
- (2) For medicinal use, in ground or powdered form.

## YEAST TABLETS

In Bottle or Bulk

- (1) Live—or fermenting.
- (2) Silent—or non-fermenting.

## DRY MALT EXTRACT

A kindred product to the world-renowned "D.C.L." Malt Extract.

*Samples and prices may be obtained from:—*

THE

**DISTILLERS COMPANY LTD.,**

12 TORPHICHEN ST., EDINBURGH

or:—

**THE UNITED YEAST COMPANY LTD.**  
LONDON, BRISTOL, BIRMINGHAM,  
MANCHESTER, LEEDS & NEWCASTLE



## ENGLISH DRIED MILK

*Enquiries  
are solicited for the  
following:—*

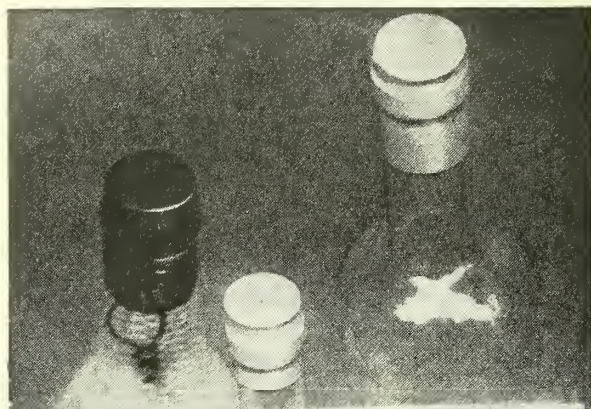
Full Cream "Dorsella" Dried Milk  
Half Cream  
Separated "Paragon"  
Casumen, Soluble Milk Proteid  
Sweet Whey, Crystals or Powder  
Kencream for Puppies  
Unita (Dorsella and Casumen)  
Dried Buttermilk  
SUPPLIED IN BULK, TINS OR CARTONS

*Quotations and samples on request*

**PRIDEAUX'S, LTD.**  
MOTCOMBE, SHAFTESBURY, DORSET

'Phone No.: Shaftesbury 4





# VISKAPS



The ORIGINAL VISCOSE BOTTLE CAPSULES ensure security, hygiene and an attractive finish to every bottle.

VISKAPS seal and mould themselves to the contour of almost any bottle and stopper. Supplied in Wet or Dry form.

VISKAPS can be printed with lettering or design in fast ink.

VISKAPS can be dyed to suit any colour scheme.

VISKRINGS are similar to VISKAPS except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

THE VISCOSE DEVELOPMENT CO., LTD., BROMLEY, Kent

## Army of Rats ANNIHILATED -



after  
only three  
days

*A Customer in Chelmsfield writes*

"November 7th, 1933. Close by my rabbitry these monsters of danger and destruction were launching their 'army of occupation.' Knowing the strength of my loyal ally Rodine, I declared war and launched my 'counter attack' that night. My war, planned to attack without economy of munitions, proved devastating and decisive. In three days the Rodent Red Army lay stricken and completely wiped out. Victory is complete."

# RODINE

## KILLS RATS & MICE

Retails in Tins at 7½d., 1/3, 2/6 & 5/-

*Sole Manufacturers :*

THOMAS HARLEY, LTD.  
Rodine Works, Perth, Scotland

# SOL-VO

## SELLS ITSELF



SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

FORD, SHAPLAND & CO. Ltd.

GT. TURNSTILE, HIGH HOLBORN,  
LONDON, W.C.1

Telephone: Holborn 4695.



# SAFE - SURE - PROFITABLE

**GENASPRIN**  
THE SAFE  
BRAND OF ASPIRIN.

**WULFING BRAND**  
**FORMAMINT**

**SANATOGEN**  
THE TRUE TONIC FOOD

**GENOZO**  
BRAND  
TOOTHPASTE

*Satisfy your customers  
— Send up your sales.*

These four lines are household words. They are consistently advertised and always live up to their fine reputation. Because they always do what is claimed for them, doctors prescribe them. A high percentage of profits can be yours if you stock, display and recommend "the big four" (especially if you buy on direct cash terms). ★



If you have not yet taken advantage of these special terms, may we suggest that you write to us for full particulars which will be forwarded you by return.

# GENATOSAN

LIMITED

*Loughborough,*

*Leicestershire.*

Telephone: Loughborough 292.

Telegrams: "Genatosan, Loughborough."





# "Adaptocaps"

will give  
your bottles  
Distinction

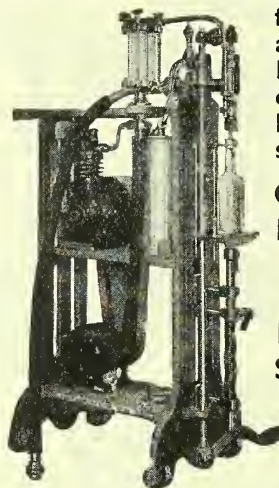
These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE.

Special low rates for large contracts. Let us quote you.

**The London Capsule Co**

EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone: Thornton Heath 3014

## ROBERTS' PATENT "LEO" VACUUM FILLER



for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected  
Easy to Clean  
Self Rinsing

WRITE FOR  
PARTICULARS

**Roberts' Patent Filling Machine Co.**

T. ROBERTS, Proprietor,

**33 Roundcroft Street, Bolton, Lancashire**

Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

## GARDINER

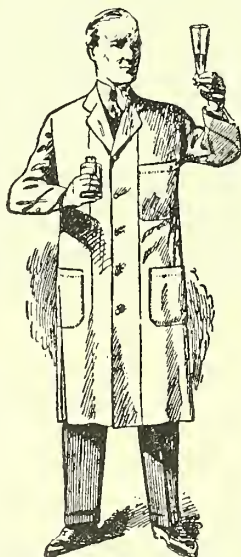
& CO. (The Scotch House), LTD.

1, 3, 5 Commercial Road, LONDON, E.1

2 mins. from ALDGATE, 1 min. from ALDGATE EAST STNS.

'Phone: BISHOPSGATE 6751

Overalls made from most reliable materials.  
New Price List on application



### JACKETS

White Drill	...	4/6, 5/11, 7/11
Khaki	...	8/6, 10/6
Black Poplin	...	12/6
Grey	...	8/6

### LONG COATS

White Drill	5/11, 7/6, 9/6, 11/6, 12/6
Khaki Drill	5/11, 6/11, 8/6, 9/6, 11/6, 13/6
Grey	7/6, 9/6, 11/6
Black	14/6

### DENTISTS' COATS

Stand Collar. Button on Shoulder	
White Drill	12/6, 14/6, 16/6
SURGEONS' "OPERATING" COATS	
White	12/6, 14/6
Women's Coat Overalls, with Belt, White Drill	8/11, 10/6, 12/6
Women's Crossover Overalls, with Belt, White Drill	5/11, 7/11, 10/6

Send chest measure and height.  
Special attention to post orders.  
Special prices for large quantities.  
If no account goods sent C.O.D.  
(or on approved references).

Hours 9-7. Saturdays 8 o'clock.  
Thursdays 1 o'clock.



No. CDF 4454

Illuminated Interchangeable Sign, size 13" x 8 1/2".  
Blue metal frame, complete with 200 letters and  
figures—wired with holder and flex. Ready for im-  
mediate use. Price quoted does not include lamp.

Full illustrated list of Shopfittings No. CD 1360 free on request.

**7'6**

**DUDLEY & Co. Ltd.** 451 Holloway Rd., London, N.7  
City Showrooms: 65 Fore St., E.C.1

Telephone: National 1631.

## ROBERTS & NEWTON

Label & General Printers,

DOMINION HOUSE,

BARTHOLOMEW CLOSE,

LONDON, E.C.1

Printers to the Drug Trade for over 40 years.

Labels imprinted BY RETURN.



# THOUSANDS OF DOG OWNERS DO THIS EVERY WEEK Get Your Share of This Business

THOUSANDS of Dog Owners give their dogs Sherley's Tonic and Condition Powders every week, and other Sherley Products when necessary. There is a Sherley Remedy for every doggy ailment, and it will pay you to stock these popular quick-selling lines. They are protected at prices which show a wide margin of profit, and are sold on terms which eliminate all risk of loss. A postcard brings full particulars. A. F. SHERLEY & CO., LTD., 18 MARSHALSEA ROAD, LONDON, S.E.1.

## STOCK ALSO SHERLEY'S

LACTOL and Lactol Biscuits  
WORM Capsules and Powders  
SKINCURE—Insect Powder  
CANKER Lotion and Powder  
LINTOX for Distemper  
Cough Tablets—Fit Tablets  
Anti-Gastritis Powders  
Wound Lotion—Eye Lotion  
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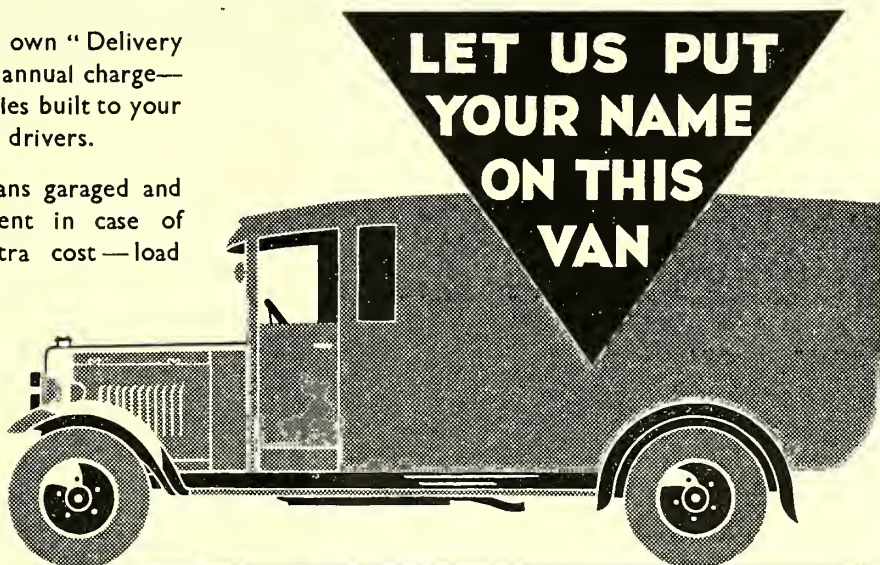
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This Supplement is inserted in every copy of The Chemist & Druggist

MARCH 3, 1934

28, ESSEX STREET, LONDON, W.C.2

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12.—SUSSEX.—Good-class Business; established a century; net profit exceeds £500; conducted under management at present; rental £65; price £500, plus valuation of stock and fixtures.

13.—SOUTHAMPTON.—Two businesses, each returning £1,250 per annum, for disposal by Order of Liquidator; excellent prospects for increased business; both shops very well stocked; no reasonable offer refused.

14.—PURLEY (NEAR).—Middle-class Family Business; Foyle's Library just commenced; returns £565; first three months of new financial year show £65 increase; modern house; 19 years' lease; nearest opposition ½ mile; price £350, value of stock and fittings.

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(C12) BARKING (NEAR).—Neglected business, with scope for increase under personal proprietorship; turnover for 1931-32, £1,200; rent £125, including five-roomed house; price £300 all-at (no goodwill asked).

(C13) SOUTH DEVON.—Progressive modern pharmacy, with freehold, situated in growing residential area; present returns approximately £1,400 p.a.; net profit upwards of £300; good living accommodation; price £700, plus property, upon which a substantial mortgage could be arranged if desired.

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(C15) LONDON, EAST.—Old-established lock-up pharmacy with extensive N.H.I. panel; present turnover approximately £1,200 per annum; rent and rates £71 10s.; no near opposition; price £550 all-at, part of which could remain.

(C16) KENT.—Unopposed pharmacy, with plenty of scope for increase under personal proprietorship; present net profit approximately £300 per annum; rent £30, including living accommodation, with garden; price £450, all-at.

(C17) HERNE HILL (NEAR).—Modern pharmacy—lock-up—situated in busy shopping thoroughfare; present returns approximately £28 per week; reasonable rental; price by negotiation.

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3.—SUSSEX (near Coast).—Good-class Family Retail; in small town; returns £1,450; net profit £340; scope for increase; rent £65 on lease; well-fitted pharmacy; fully stocked; price £800.

4.—NOTTS.—Light Family Retail, in main-road position; returns £750; net profit £200; rent only £52; large shop, with house attached; stock worth £250; price £400.

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7.—HULL.—Light Cash Retail; no N.H.I. or Photo; scope for both; returns average £1,000, net profit about £300; low rent; good house; stock worth about £300; owner retiring; price about £600.

8.—LONDON, N.W. (good residential suburb).—Good-class Light Retail, in prominent position, showing steady increase; returns £2,250, gross profits 38 per cent.; audited accounts; very handsome modern pharmacy, excellent flat over; stock worth £750; owner leaving trade; price £2,000; recommended.

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**TONIC** Waters, Wines, Beverages, &c.—Influential American organisation with extensive ramifications desires to open up negotiations for sole representation of above in U.S.A. Write P.C.B. 107/4, Office of this Paper.

## PARTNERSHIPS.

**£500 CAPITAL.**—An Active and Live Partner required by Manufacturer of Toilet Preparations; excellent prospects for young man with good business abilities and experience in salesmanship; good profits can be realised. 605/14, Office of this Paper.

## TENDERS INVITED.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE COMMITTEE OF VISITORS invite TENDERS for the supply of Drugs and Dressings for the SIX MONTHS ending September 30, 1934.

For form of tender apply, enclosing stamped addressed envelope, to the Clerk of the Hospital, Severalls, Colchester. Sealed Tenders must be received not later than March 17, 1934, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester. The Committee do not bind themselves to accept the lowest or any tender.

## APPRENTICES.

**SOUTHALL** (Middlesex) Chemist requires Young Lady Apprentice or Improver; state usual particulars. 607/25, Office of this Paper.

**APPRENTICE** or Improver required to learn Pharmacy (Dispensing and Counter) and Photography (commercial and finishing); essential to acquire both; 10s. first year, 15s. second, 20s. third, to a beginner. Monks, 106 Coldharbour Lane, S.E.5.

**T. VERNON EVANS**, 64 High Street, Ruislip, Middlesex, have a vacancy for an Apprentice; outdoors; reply by letter, giving full particulars of educational standard reached.

## SITUATIONS OPEN.

### RETAIL (HOME).

**BIRMINGHAM.**—Qualified Assistant required for business in working-class district; state wage, age and experience; letters unanswered in 7 days respectfully declined. Baikie, 187 Warwick Road, Greet, Birmingham.

**DERBYSHIRE.**—Qualified Assistant, Lady or Gentleman; Counter and Dispensing. Hitchcock, Chemist, Riddings, Derbyshire.

**EASTBOURNE.**—Single Qualified Assistant at once, able to take charge; must be capable Dispenser, Window-dresser and Salesman. Apply, stating age, salary, height and references, enclosing photo if possible, to 608/29, Office of this Paper.

**LONDON.**—Qualified Manager for Up-to-date Family Business; good prospects; applicants should give full details, experience, age, when at liberty, wage expected; applications not answered within 6 days respectfully declined. P.C.B. 110/11, Office of this Paper.

**LONDON, N.W.10.**—Wanted, Young Lady, Unqualified, with good experience in Dispensing; capable Saleswoman and Window-dresser. Give full particulars of age, experience, references and salary required to Davies, 59 Dudden Hill Lane, Willesden, N.W.10

**LONDON, W.1.**—Wanted, Junior Qualified Assistant for Dispensing Business near Harley Street. Please give fullest particulars, including qualifications (copies of testimonials need not be sent), salary required and when disengaged, to 606/11, Office of this Paper.

**MANCHESTER.**—Smart Qualified Man wanted; energetic; for cash sales and N.H.I.; careful and accurate Dispenser. Apply, with full particulars as to experience, salary, references, &c., to J. R. Lateward, Ltd., 743 Oldham Road, Newton Heath, Manchester.

**MANCHESTER DISTRICT** (about 3 miles from Town Hall).—Wanted, Qualified Assistant (another assistant employed) as soon as possible; working-class and N.H.I.; must be quick, neat, accurate and good Counterman; wage £3 10s. Apply, giving age, experience, &c., to 608/16, Office of this Paper.

**NEAR CROYDON.**—Wanted, Lady Dispenser, medium-high-class business; state wage required and enclose photograph if possible. Noble, Chemist, Woodcote Road, Wallington.

**NEAR MANCHESTER.**—Wanted, Qualified Assistant; to take charge; good Counterman and knowledge of Photography; state age, experience and salary required. 608/17, Office of this Paper.

**NORTH MIDLANDS.**—Unqualified Assistant with Optical qualification, in charge of department and to assist in Dispensing. State salary required and usual particulars to 605/12, Office of this Paper.

**YORKSHIRE.**—Qualified Lady (over 30); must be able to take charge and build up a new business; invest £100; send fullest particulars and references. 608/13, Office of this Paper.

**ASSISTANT**, Unqualified, required; Manchester district; must be thoroughly competent, with knowledge of Photography; a quick and accurate Dispenser; please state full particulars, including age and salary required. 606/28, Office of this Paper.

**ASSISTANT** wanted; capable young man of good address as Junior Assistant; accustomed to good-class Counter trade; must have excellent reference. Apply quoting references, salary required, and send photo, The Oxford Drug Company, Ltd., Cornmarket Street, Oxford.

**CAPABLE** Qualified Assistant required for good-class country business. Reply, stating age, experience, salary required, and send copies of references and photograph to F. Larder, Chemist, Loddon, Norfolk.

**CHEMIST** and Optician required by a Co-operative Society in Midlands; to take charge of new department; applicants must possess all necessary qualifications, including J.C.Q.O.; must be experienced in Buying, Display, Productive Work and Staff Control. For forms of application write immediately to 607/38, Office of this Paper.

**CHEMIST-OPTICIAN** required to manage business in working-class district, S.W. London; must be experienced in large N.H.I. Dispensing and not afraid of work; good salary and commission to the right man; please state full particulars of age, qualifications, experience, and salary required; applications not answered in 7 days respectfully declined. Apply 606/7, Office of this Paper.

**IMPROVER** or Junior wanted (Male) for high-class Dispensing and Photographic Business; state salary (indoors) and usual particulars; enclose photograph. Williams & Smith, 21 West Street, Horsham.

**J.C.Q.O. CHEMIST**, May 1 to June 7; permanent manager-ship suitable man; no N.H.I. dispensing; neglected, due to other interests; small salary, progressive on results if permanent; no reply 7 days respectfully declined. Address East Anglia, 605/29, Office of this Paper.

**LADY** Assistant (Unqualified) wanted at once for a few weeks, principally for the Counter, no Dispensing. Plomley & Alldis, 51 Fife Road, Kingston-on-Thames.

**MANAGER**, Qualified, required; invest £250; wages; share of profits; interest on investment; suitable post for keen man; good Dispenser and Prescriber; profits high, increasing; certified accounts. Write only, G. M. Christian, 112A Swaby Road, Earlsfield, London, S.W.18.



**MANAGER** wanted, with J.G.Q.O. qualification; must have had good all-round experience, including Truss and Belt Fitting, and accustomed to control of large staff; whole day holiday a week. Apply, giving full particulars, age, experience, salary required, &c., to Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road, London, E.2 (10 mins. from Liverpool Street).

**MANAGERS.**—Consequent upon the opening of new branches, Timothy Whites require really capable Qualified Managers; applicants must be energetic and possess ability; good prospects and free removal. Apply, stating experience, age, salary required and full particulars, to Assistant Secretary, Timothy Whites Ltd., Portsmouth.

**QUALIFIED Assistant** (age 21-24); must be good Window-dresser and capable Salesman and accurate Dispenser; apply giving age, height, experience and salary required; applications not replied to in 7 days declined with thanks. Kendrew, Chemist, Ash Street, Southport.

**QUALIFIED Assistant** (Young); must be a quick and accurate Dispenser; state age, salary required, copies of testimonials; South Coast; applications unanswered 7 days respectfully declined. 606/30, Office of this Paper.

**QUALIFIED Chemist-Optician** (preferably over 35) required at once; to manage small business in industrial town. Reply with usual particulars to 606/15, Office of this Paper.

**QUALIFIED Chemist**, with Optical experience, required for branch establishment, Lancashire town; working-class trade, with N.H.I. Dispensing. Apply, stating age, experience, married or single, and recent reference; send photo, also stamped addressed envelope for return, to 606/29, Office of this Paper.

**QUALIFIED Lady Assistant** for South London suburb; used to N.H.I. Dispensing, quick Counter, Photography and Window-dressing; able to take complete charge if necessary in absence of proprietor; progressive berth, leading to manager's post; initial salary £3 per week; apply with full particulars and photo. 236/494, Office of this Paper.

**QUALIFIED Lady or Gentleman** required for N. London pharmacy; good Window-dressing and Salesmanship essential; moderate commencing salary, but really good prospects to enthusiastic person. Write age, when free, lowest commencing salary, &c., to BM/ETRE, London, W.C.1.

**QUALIFIED Male Dispenser** required by the John Lewis Partnership, Ltd., for a branch at Weston-super-Mare; must have previous experience; remuneration up to £6 weekly. Write, stating age, qualifications and experience, to Director of Personnel, 4 Holles Street, W.1.

**QUALIFIED Man**, by March 5, for branch management; active, reliable; good Counterman and Prescriber; please send photo, with full particulars and salary required. "East Kent," 606/39, Office of this Paper.

**QUALIFIED Man** wanted; reliable Dispenser and Counterman; state salary required and usual particulars; comfortable permanency, with moderate salary for right man. Apply Manager, Venables Drug Stores, 260 Upper Tooting Road, London, S.W.17.

**QUALIFIED Manager**, married, required for branch in small country town; salary £3 5s. weekly and commission; house rent free; full particulars first letter; applications not answered in 4 days respectfully declined. H. J. Bromhall, Chemist, Thetford, Norfolk.

**QUALIFIED Young Lady** for Pharmacy in Lancashire; a knowledge of Optics an advantage. Particulars of experience, age, salary, &c., with recent photograph and stamped addressed envelope for its return, to 608/15, Office of this Paper.

**QUALIFIED**, young, married, manage branch seaside town (South Devon); thorough knowledge high-class Cameras and Photographic dealing; photograph, experience, age, salary required. 236/486, Office of this Paper.

**SMART Young Assistant** for good-class business; good Window-dressing, quick, accurate Dispensing and pleasing Counter manners essentials; D. & P. a valuable asset. Full particulars, salary, photo, &c., to 608/9, Office of this Paper.

**TAYLORS DRUG COMPANY, LTD.**, have vacancies for Qualified Managers in one or two Northern towns. State age, salary required, experience, when at liberty, &c., Staff Dept., Burley Hill, Leeds.

### WHOLESALE.

**DUBLIN.**—Manager required for factory packing Medicinal Specialities. Apply, with full particulars of age, experience and salary required, to 236/497, Office of this Paper.

**A LONDON Chemist Sundries House** requires a Representative with experience and connection in the following areas: West Hants, Wiltshire, Dorset, Somerset, Devon and Cornwall; please give fullest particulars of past experience, references, and state salary required. P.C.B. 110/5, Office of this Paper.

**CAPABLE Representatives** wanted for Eastern Counties, also for N.E. area; complete range Medical and Surgical and Surgical supplies. 604/6, Office of this Paper.

**IRISH FREE STATE.**—Assistant required with Irish qualification for Dublin House. Apply, with full particulars of age, experience and salary required, to 236/498, Office of this Paper.

**EXPERIENCED Agents** required for London and district; must have established Chemist and Store connection; speciality lines in Surgical Dressings; commission basis. 236/496, Office of this Paper.

**FIRST-CLASS Traveller** required for New Patented Line. Give full particulars of previous experience, enclosing copies of references, and state what salary, expenses and commission would be required, whether owner of a car, and if at present disengaged. 607/18, Office of this Paper.

**PROFITABLE Side Line.**—Representatives required with entré to Dentists and good-class Chemists, to carry a first-class Medical and Toilet Preparation that has been in favour with the Medical and Dental professions for many years; good commission. P.C.B. 109/24, Office of this Paper.

**REPRESENTATIVE** Required for Lancashire area, to call upon Doctors and Chemists; established ground is essential; state age and wage required. Apply 236/490, Office of this Paper.

**REPRESENTATIVE** Required by Manufacturing Chemists to call on Medical Profession in Yorkshire. Give fullest particulars of previous experience and salary required to 236/485, Office of this Paper.

**REPRESENTATIVE** Wanted for Glasgow and district to call on Chemists, Institutions, Wholesale Drug Houses, &c., for English Drug House giving weekly motor delivery; send fullest particulars of experience, age, references and salary and terms asked. 236/488, Office of this Paper.

**TRAVELLERS** required, in London and Provinces, for well-known Continental Rubber Works; only those with established connection need apply; could be handled with other agencies; commission given on all direct and indirect business from district allotted. Reply 601/33, Office of this Paper.

**TRAVELLERS** Wanted, already well introduced to Wholesalers and Multiple Stores, London and certain provincial towns, to take up additional commission and force sale partially introduced article; full particulars experience, &c. 236/492, Office of this Paper.

**VETERINARY CHEMIST.**—Wanted, smart young man, thoroughly experienced in making up and analysing Cattle Medicines, to join small established firm of manufacturers; capital an advantage; excellent prospects for ambitious worker; fullest investigations invited; particulars in confidence. 605/22, Office of this Paper.

### WANTED

BY

BOURJOIS

for their new factory at

CROYDON,

A STAFF MANAGERESS

to control staff of several hundred workpeople; must be an experienced and capable Organiser and good Disciplinarian; some knowledge of the Perfumery trade preferred. Apply to the Manager, Bourjois, Ltd., Queen's Way, Croydon, in writing only, stating age, previous experience and salary required. Mark envelope "Staff Manageress" in left-hand top corner. No interviews granted without appointment.

**WANTED** for different parts of England, Scotland and Wales, where not already covered, to sell on commission Sunax Pastilles Registered line with outstanding free gift offer; also all Sunswets products; car essential; state ground covered. Sunswets, Ltd., Peterborough.



**WELL-KNOWN MANUFACTURING CHEMISTS**, distributing Proprietary Lines, require Representatives for the following areas:—(1) London and Suburbs; (2) South-East and Eastern Counties; (3) Midlands; (4) Lancashire, Cheshire, North Wales; (5) Yorkshire, Durham, Northumberland, Cumberland and Westmorland; (6) West of England, South Wales. Applicants not possessing proved sales records and strong existing connections amongst Chemists and Stores cannot be considered. State (in confidence) qualifications, territory covered, age and salary expected. P.C.B. 110/3, Office of this Paper.

**WHOLESALE** Druggists require the services of an energetic, hard-working and experienced Representative to take over good connection in industrial Lancashire; married man preferred; permanency if suitable. Write, stating age, wage, and previous experience, to 236/487, Office of this Paper.

## COLONIAL, INDIAN AND FOREIGN.

### REPRESENTATIVE FOR ABROAD.

**A** LEADING Pharmaceutical and Food House requiring a Medical Representative for the East will consider applications from male, single, Qualified Pharmacists; age to be not more than 26; previous representative experience not necessary; the position is progressive and remuneration adequate. Candidates, who must be of sound character, healthy, self-reliant and industrious, should forward details of their education and business career, with full personal information, to 236/484, Office of this Paper.

## SITUATIONS WANTED.

### RETAIL (HOME).

**A.A.**—EXPERIENCED Assistant or Manager; unregistered; Photography, great Counterman; tall, abstainer; disengaged; good references. MacLellan, Wotton-under-Edge, Glos.

**A.**—QUALIFIED Scot (25; 5 ft. 11 in.); 9 years' experience in all branches (London and country); accurate Dispenser; Photography; as Assistant or Manager. 608/2, Office of this Paper.

**A.**—QUALIFIED (35), married, as Manager, Locum or Assistant; experienced all branches; excellent references; last position 10 years; owner retiring; free any time. 606/18, Office of this Paper.

**A** DISPENSER-BOOK-KEEPER, Lady, Hall, 10 years' excellent experience, desires post Doctor; salary moderate. "Dispenser," 38 Kenway Road, S.W.5.

**A** PHARMACIST (35); Manager; thoroughly experienced Windows, Posters, Photography; tactful Salesman, capable Buyer. 606/17, Office of this Paper.

**A** QUALIFIED Manager, disengaged, 20 years' experience, requires position as Branch Manager; London or suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** QUALIFIED Manager or Senior (28); tall, married; specially capable in Display and Salesmanship; seeks permanency with good-class Chemist; free March 17. Chemist, 95 Essex Road, E.10.

**A** YOUNG Lady (24) requires post; 6 years' Counter and Toilet experience; no Dispensing; East London district preferred. Miss D., 65 Tavistock Gardens, Ilford.

**A** ADAPTED to every department; 16 years' reference; West End and provincial experience; Unqualified. "Progressive," 21 Disraeli Road, Putney, S.W.15.

**A** DVERTISER, a Qualified, experienced Chemist and up-to-date business man, wants responsible permanent management where business can be increased by application and hard work; married; middle-aged. Agar, 607/10, Office of this Paper.

**A** LL-ROUND Man (54); Dispenser and Salesman, Photographic; single, active; unregistered. Statim, 10 Dorset Street, Birkby, Huddersfield.

**A** S Locum, Manager or Assistant, "not registered"; over 30 years' London experience; whole or part time; Counter, Book-keeper, Dispensing and worker; London only. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

**A** S Manager, Qualified, married (42), medium height; fully experienced Photographic, Surgical, knowledge of Optics; London preferred. M.P.S., 69 Ormeley Road, S.W.12.

**A** SSISTANT, Unqualified, desires position; best all-round West-End experience; disengaged. "M.", 25 St. Stephens Road, Bayswater, W.2.

**A** SSISTANT, Unqualified (male), desires post; good appearance; all-round experience; well recommended. Shurlock, "Four Winds," Ewhurst, Surrey.

**A** SSISTANT, Unqualified (38); capable; tall; all-round experience; could travel; permanency preferred; abstainer; disengaged. Sanders, 93 Bulstrode Road, Hounslow, Middlesex.

**A** SSISTANT (24), Part I; good experience; expert Dispenser; well educated; accustomed to high-class Family and Dispensing business. P.C.B. 109/25, Office of this Paper.

**A** SSISTANT (24), Qualified; 8½ years' retail experience (including West End); "absolutely reliable." 90 St. Paul's Avenue, Kenton, Middlesex.

**COMPETENT** Unqualified Assistant or Manager; tall, good personality; 25 years' experience seaside, country, London; quick, clean, accurate Dispenser, Counter; moderate salary; disengaged. Johnstone, 3 Babington Road, Streatham, S.W.16.

**DISENGAGED**, Junior Assistant (20); excellent references; Devon or Cornwall preferred. J. Tozer, 10 Grosvenor Cottages, Mutley, Plymouth.

**E** XPERIENCED, active, trustworthy Assistant (28; 6 ft.); Public School; courteous Counterman, clean, tidy Dispenser; anywhere; immediately. Hylton Flatman, 63 Baker Street, Weybridge.

**E** XPERIENCED Manager, Qualified (36); tall, married; highest references; locum or permanency. Chemist, 24 Upper Belgrave Road, Bristol, 8.

**E** XPERIENCED Qualified Manager (30), last 4 years in complete control successful seaside business, at present managing in London, seeks change; excellent references; interview Thursday. 607/31, Office of this Paper.

**F** REE March 19, Unqualified (36), married; capable all duties, including D. & P.; recommended; permanency, locum; moderate salary. "Service," c/o Bewell's, Chemists, Bethnal Green Road, E.2.

**J** UNIOR Assistant requires permanency in Lancs or Cheshire; 4 years' experience Dispensing, Counter, &c.; excellent references. 607/37, Office of this Paper.

**J** UNIOR (23), smart, matriculation Part I; good London and season experience; excellent references. Hornc, 45 Park Road, Chiswick.

**J** UNIOR (21), tall, used to high-class business; London or suburbs; excellent references. R., 6 Dagmar Road, S. Norwood, S.E.25.

**L** ADY Assistant, Unqualified; Dispensing and Counter; free at week's notice; good references. "Aspirin," 115 Balfour Road, Ilford, Essex.

**L** ADY Assistant (21), tall, requires post within reach Paignton; good references; careful Dispenser. "Woolmer," 35 Laura Grove, Paignton.

**L** ADY Dispenser, Hall qualification, experienced, desires post with doctors. Browning, 4 Sandhurst Road, Orpington, Kent.

**L** ADY, Qualified, experienced, disengaged, requires post; able to take charge; moderate salary. 606/25, Office of this Paper.

**L** ADY (Unqualified); 13 years' practical experience Dispensing, Counter work; reliable and conscientious worker. 607/7, Office of this Paper.

**L** ADY, 16 years' experience Book-keeping, Counter, Surgical Hosiery, seeks appointment, or would invest small capital. 606/23, Office of this Paper.

**L** ADY (28), Qualified, good all-round experience, 6 years manageress, requires permanency Manchester, North of England, or Scotland. 602/40, Office of this Paper.

**L** OCUM, middle-aged; disengaged; any period, position or place; well recommended; moderate salary. Chemist, 56 Rudloe Road, Balham, S.W.12.

**L** OCUM (M.P.S.).—First-class experience London and provinces; booking for season; terms moderate. Chemist, 50 Manor Park, Bristol.

**L** OCUM or permanency, Qualified young Yorkshireman; excellent references; moderate salary; accept anywhere, although London preferred. 607/2, Office of this Paper.

**L** OCUM or permanency; Qualified (29); excellent all-round experience; disengaged. "Chemist," 23 Brooke Road, N.16. Phone: Ealing 2608.

**L** OCUM or short engagement from 3rd instant; Qualified; exceptional references; moderate terms. Harris, 26 Alma Road, Carshalton, Surrey.

**M** ANAGER or Senior (58); most reliable; recently proprietor; good class; energetic and obliging. 18 Southfield Road, High Wycombe.

**M.P.S.J.C.Q.O.** (32); tall; locum or permanency; 9 years' experience London and district; excellent references; Manager; reliable, trustworthy. P.C.B. 110/9, Office of this Paper.

**M.P.S.** (24) desires permanency as Manager or Assistant; locum enquiries considered; excellent references. Shaw, 276 Dewsbury Road, Leeds.

**M.P.S.** (24), 5 ft. 10 in., good appearance, excellent address, desires responsible position, Branch Manager or Assistant; experienced all branches Counter, Window-dressing and Dispensing, N.H.I. and private; London or near; interview Thursday or Sunday; salary four guineas (approx). 604/32, Office of this Paper.

**O** PTICIAN, Qualified; 15 years' sight testing and general repair work; salary or share profits on a percentage basis. P.C.B. 109/27, Office of this Paper.

**P** HARMACIST, 30 years Hospital and Retail, including Manufacturing and Analytical experience, desires position; conscientious, capable and progressive; disengaged; locum or permanency. 236/493, Office of this Paper.

**P** HARMACIST (35), married, West End experience all branches and Optics, desires position 1, 2 or 3 evenings weekly; 7.45 p.m. till 10-12 p.m. in Kensington area; unimpeachable references; one ½-day 1.30 onwards if required. Statim, 236/499, Office of this Paper.



**QUALIFIED** Chemist and Optician (28), single, requires post with some responsibility and scope for advancement; energetic and conscientious worker; good address and appearance; well experienced Counter, Photography, Dispensing, good Window-dresser; 1½ years' practical Optical experience; excellent references. 605/21, Office of this Paper.

**QUALIFIED** Dispenser or Locum; quick and accurate; first-class experience and references; Salesmanship, Photography. Hughes, 22 Streatham Hill, London.

**QUALIFIED** (25); desires permanency, Assistant or Manager of branch; experience in West End, middle-class town and country trade; good references; Windows, Counter, N.H.I., private, prescribing; free soon. 606/31, Office of this Paper.

**QUALIFIED** (22); good experience of Dispensing, Counter and Windows; knowledge of Photography; energetic and reliable; will accept locums or permanency. "Chemist," 46 Bury Old Road, Crumpsall, Manchester.

**QUALIFIED** (25) requires situation London or suburbs; quick Counterman, accurate Dispenser, N.H.I. and private; disengaged. 608/5, Office of this Paper.

**QUALIFIED** Manager or Locum (36); all-round experience; London area only. Gregory, 50 Grove Lane, Camberwell, S.E.5.

**QUALIFIED**, permanent or locum (44); married; good all-round experience; disengaged. Halkes, 56 Weltje Road, Hammer-smith, W.6.

**QUALIFIED** Young Lady desires post; good appearance; quick and accurate Dispenser; excellent references; London or Southern area preferred. 606/13, Office of this Paper.

**QUALIFIED** (46), good appearance, energetic, conscientious, seeks post as Superintendent or Manager; temporary or permanent; good references; small salary; free March 12. T. 6 Porchester Place, W.2.

**UNQUALIFIED** (30), gentlemanly appearance; experienced in Dispensing, Counter and Photography; good Window-dresser; seaside or country town preferred. 605/23, Office of this Paper.

**UNQUALIFIED** (37); 12 years last post; experienced Dispenser; good reference; willing take any position. Doxey, The Beeches, Matlock.

**YOUNGS (CHEMISTS), LTD.**, recommend their late Apprentice to any Chemist requiring a good all-round Junior (male); Dispensing and Photographic experience. 42 Belvoir Street, Leicester.

### WHOLESALE.

**A** REPRESENTATIVE with 15 years' London and suburban connection Toilet, Sundries, Proprietaries, seeks change. P.C.B. 110/8, Office of this Paper.

**A** WORKS Chemist, Qualified, seeks responsible position; experienced Perfumery and Cosmetics, particularly Hairdressing and Beauty Preparations; knowledge of Works Costing and Production Statistics; good disciplinarian. P.C.B. 109/4, Office of this Paper.

**A** GENCIES Wanted for Scotland, or with North England, by well-known Representative (M.P.S.) residing Edinburgh; 20 years' connection; only first-class lines considered; own car. BM/BSMB, London, W.C.1.

**C** APABLE Representative.—Young Man, keen, with personality and appearance, desires to join established Wholesale House; would consider London and/or Thames Valley Agency; own car. 607/4, Office of this Paper.

**G** OOD-CLASS proposition invited for Midlands, &c.; keen, enterprising; good connection; car; all letters prompt reply; strict confidence observed. 606/36, Office of this Paper.

**E** XPERIENCED Representative, young, good appearance, requires position; good connection in London, Eastern and Southern Counties; own car; excellent references. M., 23 Hollickwood Avenue, North Finchley, N.12.

**I** RISH FREE STATE.—As Representative; energetic man with personality, appearance and university education, seeks position with Wholesale House; 12 years' Retail experience; references from leading Irish chemists; own car; agencies invited. 607/29, Office of this Paper.

**R** EPRESENTING Manufacturing Chemists 20 years; sound connection with Chemists, Herbalists and kindred trades selling Druggists Sundries, Toilets, &c.; Lancashire, Cheshire, North Wales; excellent references; invites genuine proposition from firms of repute. C. Wainwright, 22 Onslow Road, Fairfield, Liverpool.

**R** EPRESENTATIVE, M.P.S., regularly covering Eastern Counties, open to accept additional house; salary and commission. 236/483, Office of this Paper.

**S** MART, keen alive Salesman, Soap and Perfumery experience; connection large London suburban Stores and Chemists; own car; will entertain only well-known firms; small salary; good commission and expenses. It will be worth your while to try me. 606/26, Office of this Paper.

**S** MART Young Qualified Man desirous taking over established connection with reputable Manufacturers or Wholesalers; first-class retail and some travelling experience; Northern England or Southern Scotland; good references. 605/27, Office of this Paper.

**S** OUND and honest Representative, with strong connection Chemists and Stores London and Eastern Counties, seeks engagement similar capacity. 606/27, Office of this Paper.

**T** ABLETS, Pearl and Sugar Coating, Pills, Compressed and otherwise; Man with good all-round experience, able to control. 607/16, Office of this Paper.

### CLEAR OUT—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH.  
**I GIVE BEST PRICES** for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes), Old Photo Goods or Cameras. Bromide Papers, Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.  
**S. E. HACKETT, 23 July Road, Liverpool**

**T** O MANUFACTURERS (Sanitary, Hygienic and Toilet Goods).—Well-known Health Lecturer, own car, contemplating commencing business Manufacturers' Agent in Provinces, preferably Western Area, including Wales, invites confidential communications. 599/27, Office of this Paper.

**W** IDOW, disengaged, seeks position in factory; used to controlling large staff of female labour; experienced in labelling, wrappings, &c. M. B., 47 Lowden Road, S.E.24.

### FOR SALE.

**N** ATIONAL Cash Register, good working order, prints tape and gives total. Write R. Cole, 8 Grenfell Road, W.11.

### MISCELLANEOUS.

**C** ASH Registers, National and Remington, all kinds, total adders, ticket issuers, printers, &c.; Typewriters, Box Cash Tills; fully guaranteed; no reasonable offer refused; all reliable makes bought, sold, exchanged, repaired; easy terms. Write or call, Deiches, 78 Long Lane, Smithfield, E.C.1. Phone: National 0674.

**C** HEMISTS' FITTINGS IN OAK OR MAHOGANY.—8-ft., 10-ft., 12-ft. Drug Fittings; 8-ft., 10-ft., 12-ft. Wall Cases; 6-ft. Dispensing Screens, 6-ft., 8-ft., 10-ft. Glass-fronted Serving Counters; 4-ft., 2-ft. Nests of Counter Drawers; All-glass Counter, 4 ft. 6 in. long. Send for prices. Rough sketches free. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1. Phone: Clerk 5371.

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